

EUROPEAN NEWS

Haig Simonian assesses the Christian Democrat victory in the state of Hesse Shot in the arm for W Germany's CDU

"Use the chance," Hesse, urged West Germany's Christian Democrats (CDU) in their posters for Sunday's elections...

Palatinat with renewed confidence. Mr Wallmann's victory has done his own political career no harm at all...

lapsed acrimoniously in February. The business community is delighted by the outcome, which it sees as good for both Hesse and the government nationally...

The outcome boosts the CDU at national level by strengthening its position to just under a two thirds majority in the second chamber of parliament.

The results is a major shot in the arm for the CDU in the Social Democrats (SPD) heartland. Mr Walter Wallmann, a popular former mayor of Frankfurt who was called to Bonn last June to take on a new federal environment portfolio...

position will be strengthened after he takes over as president of the Bundesrat. From Mr Holger Boerner, Hesse's outgoing Socialist Minister President, whom he topped...

chase to stay at home in a poll where the vote was sharply polarised. Only 50.3 per cent of the electorate cast a vote on a free spring day, against 83.5 per cent last time...

Greece and Turkey may open talks on Aegean row

PRELIMINARY talks between Greece and Turkey on a possible joint recourse to the International Court of Justice for the delineation of continental shelf boundaries in the Aegean could start in 15 to 20 days according to Dr Andreas Papanastasiou, the Greek Prime Minister...

Setback for East bloc countries

BY LESLIE COLLITT IN PRAGUE

THREE diverging East European countries—one pre-reform, two others orthodox and the third ultra-conservative—disclosed that their badly strained economies suffered a further sharp setback this year...

Hungary's record \$1.4bn balance of payments deficit last year was still worse. A Hungarian official pointed to the recent 8 per cent devaluation of the currency and further measures to come...

Czechoslovakia recently launched an experiment to give greater independence to companies but it is to be introduced nationwide over a four year period...

OBITUARY

Doumeng, controversial French communist millionaire

BY PAUL BETTS IN PARIS

MR Jean-Baptiste Doumeng, the French "red millionaire" who built up one of Europe's largest agribusiness trading empires, died yesterday after long illness at the age of 69...

socialist agriculture ministers, paid warm respect yesterday to Mr Doumeng's contribution to French trade claiming that he had been one of the first people to understand the importance of international trade for French agriculture...

He negotiated not only some of the highest agricultural product deals with the Soviet Union but also traded with the Eastern bloc in oil and sold turkey agribusiness plants to Moscow...

His trading with the Eastern bloc caused repeated controversy with Mr Doumeng being accused of breaking EEC trade sanctions against the Soviet Union after the invasion of Afghanistan...



Doumeng—a pioneer in agricultural trading with the Soviet Union.

Poland to make radical economic reforms

POLAND will soon offer shares to private citizens in several state companies under major reforms to rejuvenate its socialist economy...

Mr Jerry Urban, the chief Polish government spokesman, in Stockholm yesterday to give a lecture at the Swedish Foreign Policy Institute...

Private individuals would be offered shares in state companies to stimulate a new entrepreneurship, and state subsidies to industry would be cut by 15 per cent...

He gave no examples of which state companies might end up being re-owned by private individuals, but said no branch of the economy would be excluded from the reforms...

Finland set for non-socialist rule

BY Olli Vartiainen in Helsinki

FINLAND is heading for its first non-socialist government in several decades as the Social Democratic Party appears to have opted out of a future cabinet...

President Koivisto was still said to prefer a coalition of the three parties yesterday. But SDP chairman, Kalevi Sorsa has indicated that he is set to step down as head of the caretaker Government...

EEC in disarray over Turkey's application plan

BY QUENTIN FEEL IN THE HAGUE

TURKEY has promised to submit its application for membership of the EEC this month, but the prospect has left considerable diplomatic disarray between the present 12 member states...

underlined by many other foreign ministers—for the Community to digest the latest development of membership...

Mr Leo Tindemans, the Belgian Foreign Minister who hosted the meeting, insisted that the Turkish application would be dealt with strictly according to the provisions of the Treaty of Rome...

Community says research centres are out of touch

BY WILLIAM DAWKINS IN BRUSSELS

THE European Commission yesterday admitted that the joint EEC research centres were over-bureaucratic, out of touch with industry's practical needs and inflexibly managed...

Research Council last year, comes at a particularly sensitive time for the centre. It is asking for an Ecu 650m (\$460m) budget for the four years to 1991...

EEC unemployment falls 140,000 in February

BY WILLIAM DAWKINS IN BRUSSELS

THE EEC fell by 140,000 to just under 17m in February after having hit a record high in the previous month, but the year on year trend remains stubbornly upwards...

Unemployment fell steeply by 5.5 per cent in the Netherlands over the past 12 months. Followed by Denmark with 4.5 per cent and West Germany by 4.1 per cent...

Hoechst offices searched

OFFICIALS from the European Economic Community executive Commission and the West German federal Cartel Office searched the chemical company Hoechst AG offices last week and took away documents, Reuters reports from Frankfurt...

AIRCRAFT CONSORTIUM LOSES ORDERS DUE TO GOVERNMENT DELAYS Airbus urges decision on finance

BY MICHAEL DONNE, AEROSPACE CORRESPONDENT, IN TOULOUSE

AIRBUS INDUSTRIE, the European aircraft consortium, is urging its four government shareholders to make a decision by mid-way through this month on further financing for a new generation of aircraft...

lost orders from two airlines, Finnair of Finland and Swiss Air to the rival McDonnell Douglas MD-11 jet because of delays in formally launching the new aircraft...

UK Government has offered a sum believed to be around \$400m which British Aerospace regards as too low and is pressing for more...

Another development revealed by Mr Pierson was that the A-340 will be offered to airlines initially only with a joint French-US engine, the CFM-56-S3 giving 30,000 lbs of thrust because the rival International Aeroengines could not guarantee deliveries of its proposed Safran engine...

Former senior member of Solidarity detained

POLISH SECURITY police detained a former Solidarity underground leader on Monday in the south-western city of Wrocław, opposition sources said, reports AP...

Parties differ on Malta violence

MALTA'S TWO main political parties today blamed each other for last Sunday's violent clashes in which rival supporters indiscriminately opened fire on each other...

France has 'precise' evidence on expelled Soviets

FRANCE said yesterday it had precise evidence against six Soviet personnel ordered to leave the country in a row between Moscow and Paris about espionage...

They are suspected of trying to pass on secrets of the engines of the West European Ariane rocket, manufactured at a Normandy plant...

France has tried to give low-key treatment to the affair and initially announced only three expulsions...

Officials declined to explain why the second three expulsions had been kept secret and refused to speculate on whether the Kremlin would now put off a visit by Prime Minister Jacques Chirac...

FINANCIAL TIMES logo and publication details.

OVERSEAS NEWS

Taipei is undergoing a shift away from the credos of past decades, Bob King writes
Wind of change puts Taiwan on new course



President Chiang Ching-kuo

PEOPLE WERE shocked when a lightning eruption on the floor of Taiwan's Parliament earlier this year. But that shock turned into tolerance for many, some of whom began humbly to refer to the incident as "democracy in action."

A newly-elected Nationalist Party legislator even predicted, tongue firmly in cheek, that the Government in future would require all candidates for parliament possess a high degree of ability in kung fu, the Chinese martial art.

The committee recommended—and saw accepted—an end to nearly 30 years of martial law and a ban on the formation of new political parties. It has also recommended the rejuvenation of parliament and the National Assembly, both of which are strongly dominated by ageing Nationalist partisans elected 40 years ago on mainland China.

This last recommendation poses a number of problems, in so far as it involves increasing local-born participation in both bodies without seeming to abandon the Nationalists' claim to represent all of China. The continued predominance of mainland-born representatives helps to underline this claim.

It is not simply tussles in parliament, the moves to lift martial law and the ban on new parties, nor the rejuvenation of national bodies grown creaky with age that form the focus of daily political reporting, however.

Until President Chiang Ching-kuo set in motion a chain of events last March that were eventually to give Taiwanese society a decidedly different direction, open displays of contempt and anger by members of the Opposition would likely have brought severe censure—if not worse—from both the Government and the public.

But the recommendations that have poured out from a special committee appointed by Mr Chiang last March, as well as opinions set forth and actions undertaken by younger, more progressive members of his ruling Nationalist Party, have changed the political climate to such an extent that real debate on issues—as well as an occasional bout of acrobatics—is not only possible but realistic.

The committee recommended—and saw accepted—an end to nearly 30 years of martial law and a ban on the formation of new political parties. It has also recommended the rejuvenation of parliament and the National Assembly, both of which are strongly dominated by ageing Nationalist partisans elected 40 years ago on mainland China.

This last recommendation poses a number of problems, in so far as it involves increasing local-born participation in both bodies without seeming to abandon the Nationalists' claim to represent all of China. The continued predominance of mainland-born representatives helps to underline this claim.

It is not simply tussles in parliament, the moves to lift martial law and the ban on new parties, nor the rejuvenation of national bodies grown creaky with age that form the focus of daily political reporting, however.

Rather, Taiwan is experiencing a shift away from the credos of past decades toward those more accurately reflecting present political and social attitudes. While the shift, at least in terms of direction, has the blessing of the "ultimate authority" (Mr Chiang himself) it has also polarized thinking within his Nationalist Party, pitting younger, more progressive MPs against older hardliners and causing some younger members to challenge publicly various articles of Nationalist faith.

Consider these points:

● A noted historian and member of the Academia Sinica, Taiwan's most prestigious think-tank, proposes an investigation into the so-called 2-28 incident in 1947, during which thousands of Taiwanese were allegedly killed by Nationalist troops. Ruling party legislators later insist in Parliament that the Government address the question honestly and thereby end 40 years of officially sanctioned silence on atrocities committed under early Nationalist rule. This, they say, will help close rifts which to some extent still divide native Taiwanese from those who came from the mainland 40 years ago.

● The Government announces that it will soon end restrictions on the press which limit daily papers to 12 pages and prohibit the formation of new newspapers. Taken together with the lifting of martial law, the move could mean a return to the freedom of the press guaranteed by the 1946 Nationalist Constitution.

● The Government implements a new trial system to do away with "influence peddling" in the courts, thereby admitting that some official proceedings in past years may not have been fair. Local newspaper reports say that 543 people have been indicted either for giving or receiving bribes within the judicial system during the past five years.



A CONVOY of food supplies donated by Kuwait reached the hunger-ridden Chatilla refugee camp yesterday, despite sniper fire that strained a truce in the 23-month-old war for control of Palestinian shanty towns, AP reports from Beirut.

Heavy sniping erupted between the Syrian and the Chatilla refugee camp at mid-morning, imperilling a cease-fire called at 0600 GMT under Syria's auspices to end the camp's war between Shi'ite Muslims and Palestinians.

Gravity of African debt crisis comes home

By Michael Holman, Africa Editor

PRESENT Keneth Kaunda, the Zambia president, once ruefully likened the International Monetary Fund's treatment of struggling African economies to that of a doctor who prescribed quinine to patients whether they had malaria, or a broken leg.

Nearly one year ago, African delegates to a special UN session on the continent's crisis elaborated at length on the point the president was making: Africa's ailments required not merely budgetary austerity but a range of measures, including more sympathetic treatment of the problems.

At the time, the plea seemed to fall on deaf ears. This week's news that the Paris Club of Western creditor governments has agreed in principle on a scheme of long-term rescheduling of debts for worst hit sub-Saharan countries suggests that the gravity of the crisis is coming home.

Several African governments who have been taking the IMF medicine, such as Zaire and Zambia, remain in severe difficulties because they are not getting the extra help they need.

As the World Bank pointed out in a report issued shortly before the UN conference: "Africa's attempts to help itself will fall without additional resources in the form of new aid and debt relief."

Swoop on opposition as Egypt goes to polls

By Tony Walker in Cairo

MILLIONS OF Egyptians yesterday voted for a new parliament in a poll overshadowed by widespread arrests of opposition members. At Ahram, the semi-official Cairo daily, said 600 "extremist elements" had been detained.

Most of those held are understood to be associated with the Muslim Brotherhood which is contesting the poll in a trilateral alliance with the Socialist Labour Party and the Liberals to circumvent a ban on its political activities.

Mr Mubarak called the election for the People's Assembly a year ahead of schedule following a constitutional challenge to the validity of the electoral law under which parliament was elected.

Egypt's elections are being contested by six "legal" parties, including the ruling NDP, the centre-right New Wafd, the leftist Unionist Progressive party (UPP), the Socialist Labour Party, the Liberals, which have embraced the Muslim Brotherhood, and the tiny Islamic Umma party.

First results from more than 20,000 polling stations around Egypt are expected today, with final figures expected by Thursday.

Hussein wants stronger EEC role in peace talks

By Andrew Gowers

KING HUSSEIN of Jordan was due in Brussels last night on a visit designed to encourage a stronger European role in promoting an international peace conference on the Middle East involving the five permanent members of the UN Security Council.

The King's trip is part of a flurry of diplomatic activity on the Middle East in Europe following a statement several weeks ago in which EEC Foreign Ministers endorsed calls for an international conference on the conflict.

The Bank calculated that if the region were to be able to continue a programme of structural adjustment, at least \$11bn (\$7.5bn) a year was needed in concessional flows during 1984-90.

But after expected aid commitments had been taken into account, a gap of \$2.5bn remained, of which only \$1bn was met by multilateral lending agencies. "This leaves \$1.5bn a year to be met from new bilateral aid and additional debt relief," the report said.

A recent study by Britain's Overseas Development Institute (ODI) noted that the net flow of external finance from all sources to African countries in 1984 was about \$5bn less than in 1983.

Moscow plans Philippines plant

By Richard Gourlay

THE SOVIET UNION is considering building a \$350m (2250m) power plant for the Philippines which would be the largest foreign investment in what is normally seen as a US stronghold in Asia.

Mr Alejandro Melchor, Philippines ambassador to Moscow, said a Soviet company would start work on the 300 MW plant in two months. He described the deal as a joint venture agreement that would not further burden the country with foreign loans as the cost would be paid out of the plant's future revenue.

But the Soviet embassy in Manila yesterday cautioned against excessive optimism from Philippines officials. Finnish joint venture partners and financing still have to be arranged, the Soviet official said.

Fresh trial for Aquino murder opens in Manila

By Richard Gourlay in Manila

A FORMER Philippines tourism minister, Mr Jose Aspiras, and nine others pleaded not guilty yesterday to the murder in 1983 of Mr Benigno Aquino, the opposition leader, whose death sowed the seeds of President Ferdinand Marcos's fall in February 1986.

Twenty-six of the 40 soldiers and witnesses, including the former armed forces chief, Gen Fabian Ver, were already tried and acquitted in 1985.

Mr Aspiras is standing as a Congressional candidate in national elections in May.

Mr Melchor said a memorandum of agreement between the Philippines National Power Corporation and a Finnish company had been signed. But Mr Jaime Ongpin, Finance Secretary put a different light on the proposed deal. "It is still a proposal and there are major policy implications."

Last month a Soviet commercial company, v/o Tavetmet, expressed an interest in operating or rehabilitating a disused nickel mine at a minimum cost of \$28m.

WHY ARE SO MANY PEOPLE CARRYING PAGERS? WHAT DO THEY USE THEM FOR? AND WHERE DO THEY COME FROM?

In the past five years, the pager has gone from a simple "beeper" to a sophisticated, multifunction, portable message-taking machine. Today, Motorola builds pagers that can receive, display, store and recall telephone numbers, stock quotations, prices, dates and schedules.

As the functional repertoires of these remarkable instruments have grown, their size and weight have diminished. As a result, more people carry pagers today than ever before. The uses to which they are put, vary as widely as the imaginations of the people they serve.

Only one thing about pagers seems to have stayed the same—the reason for their use. That, in a word, is productivity. Pagers simply help people get more done in less time.

From the first pager our company built in 1956, Motorola has been a leader in developing the technology for this product and its fast-growing market. Today, we are the largest manufacturer of pagers in the world. We build almost a hundred different models, which range from the world's smallest pager, which can fit in your pocket like a pen, to the loudest, which is used by fire brigades and in industrial situations.

In the U.K., however, pagers represent only one part of Motorola's activities. Through our facilities in East Kilbride, Basingstoke and Stotfold, we are involved in the design and production of a wide variety of advanced electronics products. We serve our British customers from no fewer than fourteen offices.

Motorola is one of the world's largest electronics companies. We do business on the five continents. Wherever we are, we share a deep dedication to the service of our customers in wireless voice and data communications, computers, semiconductors and components for defence, aerospace, automotive and industrial electronics.



They beep, they display, they store, they recall, they even signal silently. Last year, Motorola built more of these remarkable pagers than any other company in the world.

MOTOROLA A World Leader in Electronics

0%

WE'VE ADDED NOTHING TO MAKE OUR COMPUTERS MORE ATTRACTIVE.

When your computers are one of the most advanced and reliable on the market, and your back-up is second to none, how do you improve upon them? Quite simply by adding nothing.

So until the end of April, we're offering interest free credit on our range of personal computers. Phone now for written details.

01-200-0-200

o%lvetti

OLIVETTI FINANCIAL SERVICES LTD

disarm
Turkey's
ion pla
Tuesday
Parties
Malta vote
February

AMERICAN NEWS

American Airlines announces three new daily flights from Europe to America.

Zurich and Geneva to Chicago (April 2), Frankfurt (April 10) and Paris/Orly (May 8) to New York.

US to extend security inquiry into embassies

BY LIONEL BARBER IN WASHINGTON

THE REAGAN administration, shaken by revelations that Soviet spies may have irreparably compromised security at the US embassy in Moscow, has extended its investigation to 10 other American missions abroad.

Reagan casts doubts on Soviet reforms

BY BERNARD SIMON IN OTTAWA

PRESIDENT Ronald Reagan yesterday cast doubt on the significance of the internal reform programme of Soviet leader Mr Mikhail Gorbachev by raising involvement in Third World conflicts as the true test of the Soviet leader's intentions.

Kemp opens crusade for White House

BY LIONEL BARBER

MR Jack French Kemp, the 51-year-old conservative Congressman from Buffalo, New York State, who announced his candidacy for the Republican Party's 1988 presidential nomination yesterday, is a crusader who has risen to national prominence during the Reagan era.



Jack Kemp: seeking issues

One year ago, when President Reagan was riding high in the opinion polls, Congressman Kemp's conservative vision cast him as a strong challenger to the Republican front-runner, vice-President George Bush.

break came in 1980 when he was an economist's adviser to Ronald Reagan during the 1980 campaign. Mr Kemp's first success was Ronald Reagan's first tax cut—the supply-side economics which George Bush had described a year earlier as "woodoo economics."

Papal visit strengthens Pinochet's critics

By Mary Helen Spooner in Santiago

POPE JOHN PAUL II ended his six-day visit to Chile, which focused an uncomfortable international spotlight on Gen Augusto Pinochet's 13-year-old military regime.

Speaking before thousands of young Chileans on Thursday night in Santiago's national stadium where political detainees were held and in many cases tortured and executed following the 1973 military coup which brought the regime to power, the Pope noted the "pain and suffering" which had taken place on this site.

The most dramatic incident, however, occurred during an open air mass in Santiago's largest park on Friday. About 500,000 Chileans were gathered in the area when demonstrators began chanting.

David Owen on a late threat to the Democrats Chicago mayor counts on black electorate to retain power

TODAY'S CHICAGO mayoral election, originally billed as an acid test for the incumbent and Democratic Party nominee, Mr Harold Washington, looks like consolidating his power, despite the eleventh hour withdrawal of one of his three opponents.



Harold Washington: expecting victory

The reluctance of either of Mr Washington's other two opponents to stand down to prevent a split in the white vote in this still highly segregated city makes it highly likely that the sitting mayor's plurality among the black electorate will carry him to victory.

In the Democratic primary six weeks ago, in which he defeated Ms Jane Byrne, his immediate predecessor at City Hall, Mr Washington polled no less than 98 per cent of the black vote.

Throughout the present campaign it has been accepted that Mr Washington could only be defeated in a two-horse race. Four years ago a similar split in the white vote enabled him to win the Democratic party nomination by a hair's breadth, before going on to defeat Republican Mr Bernard Epton in the election proper.

It was therefore widely assumed that at least one of his opponents would graciously withdraw from the reckoning, leaving the way clear for the stronger candidate to mount a serious challenge, particularly since the two stronger contenders, Mr Edward Vrdolyak and Mr Thomas Hynes, both prominent local Democrats, have opted to run as independents to force the mayor into just such a one-on-one encounter against Ms Byrne in this year's party primary.

drawal. The deadline for candidates to withdraw their names from the ballot passed more than three weeks ago.

Mr Hynes' withdrawal leaves Mr Vrdolyak, the tough-talking son of an immigrant Yugoslav saloonkeeper, as Mr Washington's principal opponent. Republican candidate Mr Donald Halder is regarded as a relatively minor factor in this staunchly Democratic city. The last time Chicago elected a Republican mayor, Calvin Coolidge was president. A recent opinion poll suggested that Mr Halder, a university professor, would pick up a mere 4 per cent of the vote.

With the deadline for candidates to withdraw their names from the ballot now well past, it is clear that the three challengers have decided to stay the course—as they insisted that they would all along. It is less clear what they hope to achieve by doing so. The same opinion poll that forecast such slim pickings for Mr

Halder gave Mr Hynes 17 per cent of the vote and Mr Vrdolyak 13 per cent, against a crushing 83 per cent for Mr Washington. In a bid to keep his supporters on their toes, Mr Washington even had the audacity to suggest that they aim for an improbable 63 per cent of votes cast as a way of underlining his authority to govern over the next four years.

Some knowledgeable observers, including Ms Byrne, believe that the failure of the two nominally independent challengers to come to a deal is simply a question of ego. When the Chicago Sun-Times recently reported a remark attributed to Mr Hynes to the effect that he had "heard" of a secret meeting between Mr Vrdolyak and reputed crime syndicate boss Mr Joseph Ferrisio, Mr Vrdolyak promptly denied the charge and slapped a slander suit on the newspaper for publishing the story.

Others maintain that the pair, accepting Mr Washington's primacy, are vying for control of whatever crumbs of power the traditional wing of the party retains.

Assuming that the incumbent mayor records his expected victory, in what will now be a tighter race than anticipated, the real test of his stature is still to come.

In his first term in office, the mayor was effectively hamstrung for three years by a majority of opposition aldermen. The aftermath of this election should provide the first clues as to whether Mr Washington will use his hard-won hegemony to run the city efficiently and equitably or to construct his own version of the patronage machine, flattered to peak performance in the years of mayor Richard Daley from 1955 to 1976, which he has lately fought so hard to dismantle.

US industrial orders rise sharply

BY NANCY DUNNE IN WASHINGTON

THE PACE of US economic expansion picked up in March as industrial orders increased sharply, according to a report released yesterday by the National Association of Purchasing Managers.

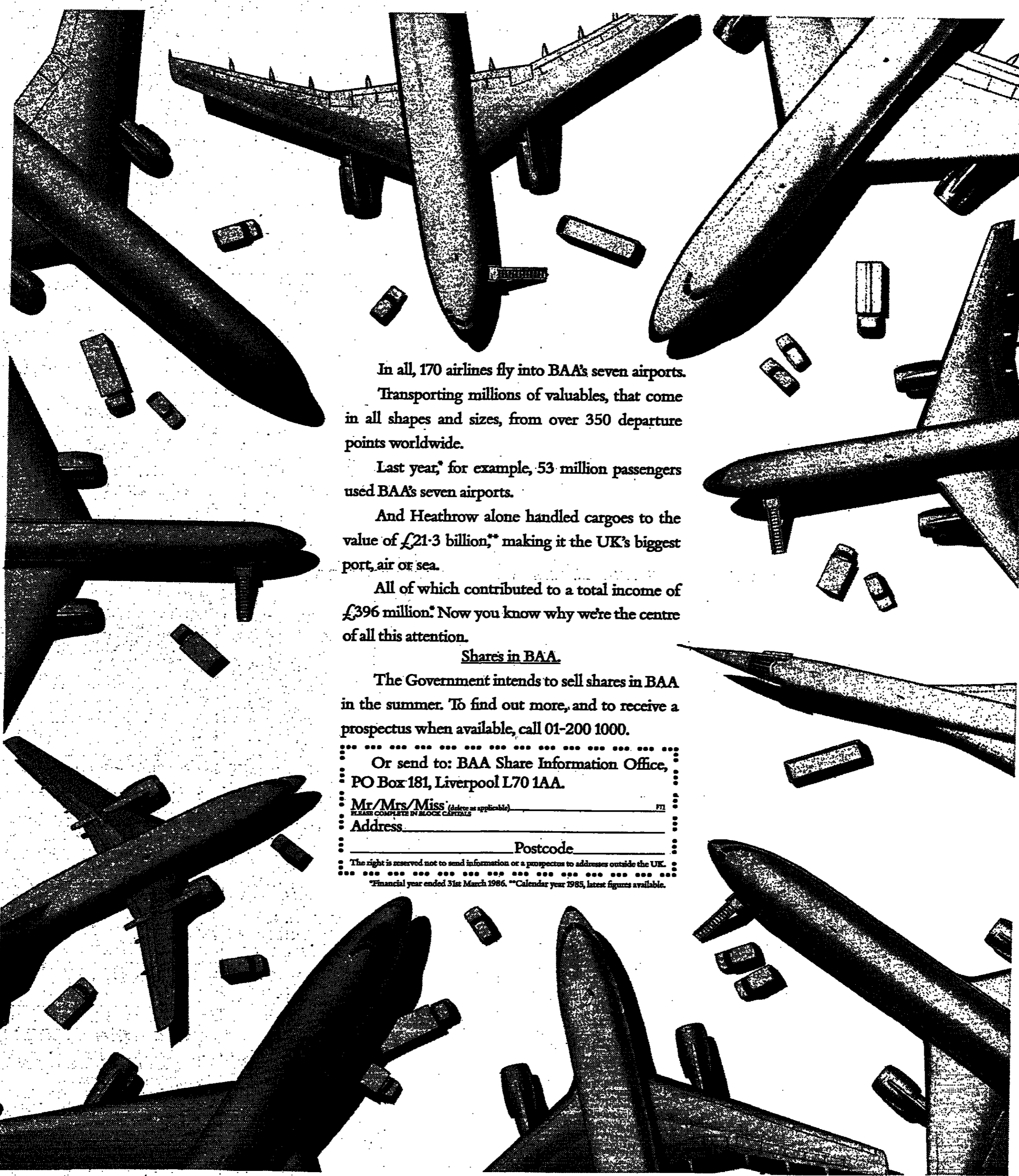
The monthly report, based on a survey of 250 purchasing managers and big industrial

companies, said that production rose modestly and employment had expanded. The association's economic index rose to 53.9 per cent, up from 51.3 per cent in February. Any reading above 50 per cent is taken to mean the economy is expanding. The number of purchasing managers reporting an increase in new orders jumped from 83 per cent in February to 41 per cent last month. Those reporting declines fell from 16 per cent in February to 9 per cent. Increases in employment were reported by 16 per cent of the managers, compared with 12 per cent in February.

Advertisement for AIST (Automatic Inflight Service Terminal) featuring a large image of a person's face and the text: DIRECT. NOW WHEN YOU WANT TO REACH THE STATES, AN AIR OPERATOR IN 60 SECONDS. AIST The right choice.

American Airlines logo and text: American Airlines. The American Airline. For reservations, call your travel agent or nearest American Airlines office.

WHEN YOU OWN SEVEN AIRPORTS, MONEY COMES IN FROM ALL DIRECTIONS.



In all, 170 airlines fly into BAA's seven airports. Transporting millions of valuables, that come in all shapes and sizes, from over 350 departure points worldwide.

Last year,* for example, 53 million passengers used BAA's seven airports.

And Heathrow alone handled cargoes to the value of £21.3 billion,** making it the UK's biggest port, air or sea.

All of which contributed to a total income of £396 million.* Now you know why we're the centre of all this attention.

Shares in BAA

The Government intends to sell shares in BAA in the summer. To find out more, and to receive a prospectus when available, call 01-200 1000.

Or send to: BAA Share Information Office, PO Box 181, Liverpool L70 1AA.

Mr/Mrs/Miss (delete as applicable) _____
Address _____
Postcode _____

*The right is reserved not to send information or a prospectus to addresses outside the UK.
**Financial year ended 31st March 1986. *Calendar year 1985, latest figures available.



THE WORLD'S LEADING INTERNATIONAL AIRPORT GROUP
HEATHROW · GATWICK · STANSTED · GLASGOW · EDINBURGH · PRESTWICK · ABERDEEN
ISSUED BY COUNTY LIMITED ON BEHALF OF HM GOVERNMENT AND J. HENRY SCHRODER WAGG & CO LIMITED ON BEHALF OF BAA PLC

es Tuesday April
to the Democ
nts on bl
in power
sharply
DIRECT.
WHEN YOU
TO REACH
ATES, AN
PERATOR
/ SECONDS



WORLD TRADE NEWS

UK seeks intellectual property pact with South Korea

BY PETER MONTAGNON, WORLD TRADE EDITOR

THE UK is trying to negotiate a bilateral agreement with South Korea to protect the intellectual property rights of UK companies doing business in that country along the lines of a deal reached last year between South Korea and the US.

Such an agreement would remove one difficulty facing British exporters who are anxious to sell high-technology products to the Koreans but are worried about patent infringement.

For its part, South Korea is believed to be keen to step up its collaboration with British high-technology manufacturers as part of its effort to wean itself from dependence on Japanese aid, to a lesser extent, US suppliers.

Mr Geoffrey Patten, UK minister responsible for information technology, pressed strongly for a bilateral arrangement during a visit to Seoul last month.

Next week, the cudgels

will be taken up by Mr Michael Howard, Consumer and Corporate Affairs Minister, who is scheduled to go on to Seoul following his current visit to Tokyo.

The British argue that the bilateral deal struck last year offers US residents privileged protection in areas such as publishing copyright and patents on chemicals, pharmaceuticals and high-technology equipment.

South Korea is set to strengthen its traditionally

rather lax approach to intellectual property rights with legislation due to take effect in July.

This should go some way towards soothing the worries of UK software exporters, but US firms will continue to enjoy an advantage because the US agreement with South Korea provides specially for retroactive protection for patents taken out before the legislation becomes effective.

Specifically, Britain would like the South Korean

Government to ensure that only licensees under license from a UK patent holder are allowed to engage in production of British-patented goods in South Korea.

Though the talks are still some way from a conclusion, Mr Patten is understood to have told South Korea that he will raise the matter with the European Commission in Brussels if satisfaction cannot be obtained.

Patten pressed for pact



Rise in Japan's EEC car sales increases tension

BY WILLIAM DAWKINS IN BRUSSELS

TRADE TENSIONS between Brussels and Tokyo look set to worsen following the announcement yesterday of a further strong rise in Japanese car shipments to the EEC.

According to figures from the Japanese Automobile Manufacturers Association released in Brussels, the country's car sales to Europe rose by 21 per cent in February from the same month in the previous year.

That represents a slight slackening in the rate of growth from the 38 per cent increase recorded in January, but taken together the first two months of the year still show a steep 84 per cent rise to 232,500 units over the comparable period in 1986.

These figures come a month after Hokyo's Ministry of International Trade and Industry issued warnings to Japanese car makers that sales to the EEC were growing too fast.

Miti asked its car industry last month to hold export growth to the Community back to an annualised figure of 10 per cent this year, well below the 1986 record of 19 per cent.

While car industry officials in Brussels accept that the impact of any restraint by Japanese car exporters is bound to take

Seoul to relax ban on car imports to head off retaliation

BY MAGGIE FORD IN SEOUL AND JOHN GRIFFITHS IN LONDON

SOUTH KOREA is to lift some barriers to car imports from July 1. Currently all car imports are banned, except those used by foreign diplomats.

The move is designed partly to head off pressure on South Korea to restrict voluntarily exports of cars to the US, where Hyundai has broken all records for sales growth since its debut in February last year. Hyundai's forecast of 100,000 US sales in the remaining 10 months of 1986 was deemed wildly optimistic. In the event it sold 163,832.

The South Koreans have become particularly sensitive to the issue as fears have grown of a trade war between the West and Japan.

Cars of more than 2 litres will be allowed into South

Korea from July 1 this year and of more than 1.6 litres from July 1988. South Korea's own car output is mainly below these capacities.

Most European, Japanese and US car makers are already queuing up to take advantage of the liberalisation. Eleven European companies, including Mercedes, BMW and Volkswagen of West Germany; Renault and Peugeot of France; Volvo of Sweden; and Fiat of Italy have signed dealership contracts with local concerns.

Lowering the barriers offers Western exporters little prospect of an immediate sales boom. Korean incomes are still low and total new car sales last year were only an estimated 140,000 units.

SOUTH Korea will end all restrictions on imports of semiconductor chips from July 1, AP-DJ reports from Seoul.

The action is in line with the government's import liberalisation timetable but has nothing to do with the trade friction between the US and Japan over semiconductors, ministry of Trade and Industry officials said.

From July 1 this year, all foreign semiconductor chips

will be free for import and no prior approval would be needed," said a Ministry official.

South Korea now imposes no restrictions on chips imported for use in export items but recommendation by the Electronic Industries Association of South Korea is needed to import certain foreign chips for domestic use.

An early stage.

Taxes and tariffs are still likely to double manufacturers' prices by the time they reach showroom floors. Koreans, however, tend to be status-conscious and the more expensive

European cars are expected to sell relatively well.

No UK manufacturers have yet taken concrete steps to enter the market, but both Rover Group and Jaguar say they have good reasons for not yet doing so.

Austin Rover, the UK's state-owned volume cars group, said it had only one model in the 2-litre-plus sector, the Rover 600, which Honda, Austin Rover's partner, has just begun building in Japan.

It said it was much more concerned with setting up a proper distribution network in South Korea by July 1988, when the lower capacity threshold is introduced. Contacts have already been made with several prospective distributors, the

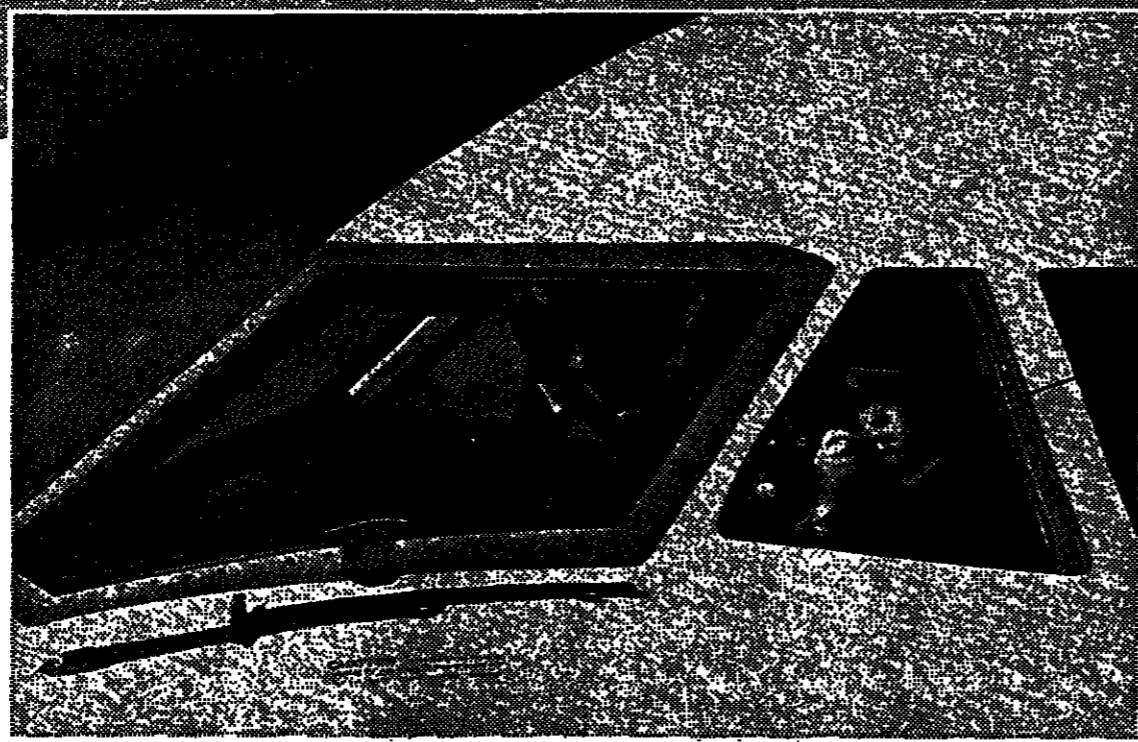
company said.

Denying that Austin Rover was being slow off the mark, the company pointed to Taiwan, where Austin Rover cars went on sale there last February and achieved 800 sales. This year a total of 2,000 was forecast.

Jaguar insists that its decision not to take advantage of the South Korean opening yet has nothing to do with inertia, but is the result of its inability to meet surging demand "almost anywhere in the world." The waiting period in the UK is 12 months.

"We have already examined South Korea. It's not a case of not wanting to go in," said a Jaguar spokesman. "It's a question of resources and we will be interested in the future."

ONLY ONE AIRLINE FLYING NON-STOP TO TOKYO CAN SAY THIS:



"GOOD EVENING, LADIES AND GENTLEMEN, AND WELCOME ABOARD!"

ONLY JAL HAS CONVENIENT EVENING DEPARTURES FROM LONDON HEATHROW: TUESDAY AND SATURDAY DEPART 1930. ARRIVE TOKYO 1510. AND FROM PARIS: FRIDAY AND SUNDAY DEPART 2040. ARRIVE TOKYO 1525. FROM APRIL.

JAL JAPAN AIR LINES
EVERYTHING YOU EXPECT AND MORE.

Trafalgar House in NZ bridge talks

BY PETER MONTAGNON

TRAFALGAR HOUSE has begun preliminary discussions in New Zealand for a contract to build a second bridge across Auckland's Waitemata Harbour.

If it goes ahead, the project, which would relieve traffic congestion on the existing bridge, would be the first such deal in New Zealand to be financed on the newly fashionable "build-own-transfer" basis.

Trafalgar said yesterday it first approached the New Zealand authorities with the idea after a plan was submitted earlier this year for a tunnel project by Kumagai Gumi, the Japanese construction firm, in association with McCormell Dowell, a local company.

Under the BOT scheme, which was pioneered by Turkey, contractors in civil engineering projects are repaid directly out of the revenue from the project before transferring the ownership back to the host authorities.

However, Trafalgar stressed yesterday that the talks in New Zealand were still at early stage and it may take until the end of the year before any final decision is made.

As with other BOT projects which have been discussed around the world, the financial arrangements would be extremely complicated.

One problem in the New Zealand case is that the winning consortium would have to recover its costs, estimated

at \$100m, from tolls, but to make the project commercially viable, tolls would have to be reimposed on the old bridge as well.

The existing bridge was built in 1959 and widened about 10 years later. Tolls ceased to be charged about three years ago. Difficulties with financing arrangements are holding up other BOT projects as well. Trafalgar is still working with Morgan Guaranty, the US bank, on a financial package for the third Bosphorus bridge, for which it was awarded a letter of intent a month ago.

One difficulty here is that revenue would be in Turkish lira. Lenders would want to ensure that it could be converted into foreign currency at an exchange rate which would guarantee them a return on their money.

El Al to buy Boeing 757s

BY ANDREW WHITLEY IN JERUSALEM

EL AL, the Israeli state-owned airline, is making a slow climb back from near bankruptcy, is to buy advanced versions of the Boeing 757 for \$78m (£68m).

The purchase is being largely financed through a \$50m Ex-Im Bank-guaranteed loan raised by Bank Hapoalim, one of Israel's two leading banks.

The 12-year loan, which does not carry a government guarantee, gives the airline a flexible option in its first three years to switch from a fixed to a

market-linked variable interest rate.

Israeli borrowing forays abroad are so unusual these days that no benchmark has been established for first-rank, state-owned customers, such as El Al. Hapoalim would not disclose the spread of its loan, but it is likely to have been more than 1 per cent.

The two Boeing aircraft, which form part of a broader re-equipment programme, are to be delivered towards the end of this year.

Dutch construction group in \$220m Saudi deal

BY LAURA RAUEN IN AMSTERDAM

BALLAST NEDAM, the Dutch-based construction group, with Hani Development Company of South Korea have received a \$220m (£187m) order from Saudi Arabia for two communications centres and airfield facilities.

The communications centres will be located in Dhahran and Khamsa Mushayt and will include supporting facilities, roads and parking areas. Completion is scheduled for the first half of 1988.

The big Saudi order comes at a time when the kingdom and other Middle East oil producers have dramatically curbed their investments in large capital projects. The oil price plunge has severely shrunk national incomes in Gulf states.

Over the past year Ballast Nedam has been engaged in a sweeping reorganisation to put the company on a healthier footing following a difficult year in 1985.

Ballast Nedam is owned by Mr Issam Michael Faris, a Lebanese businessman involved in Mineta Holding, a company reportedly closely linked with

Tuesday April 13

Japan
air sales
es tens

House
e talks

Boeing

uction
udi deal



OPEN WINDOW
BY
Raoul Dufy



OPEN WAY
BY
ICL

Both are masterpieces in their own way. But, while the Dufy might look good on your boardroom wall, ICL's Open Way programme will have a far more profound effect on your business.

Open Way is, quite simply, a new and complete approach to networking. One that embraces all the different sources of information in your business—not just data, but voice, text and image systems too.

The Open Way programme enables all

these existing systems to be joined together—opening the way to the faster flow of information you need to retain and enhance your competitive edge.

As you would expect from ICL, the Open Way programme has been designed around the International Open Systems standards. So not only different types of equipment but different manufacturers' equipment can work together. This gives you real freedom for the future by ensuring that you need never be

locked into a single system or supplier again.

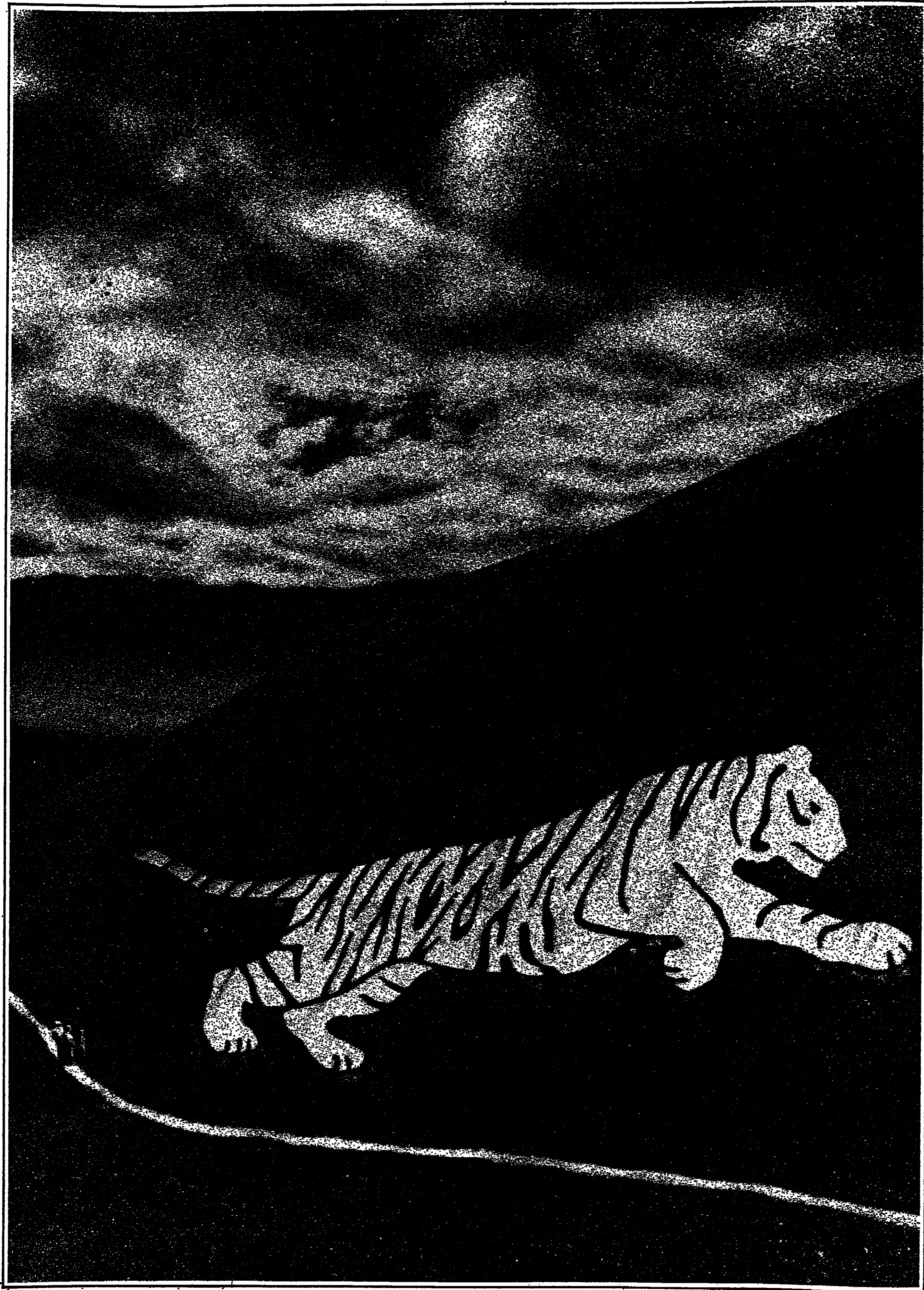
The Open Way programme represents ICL's total networking capability, incorporating all ICL's networking skills, products and services. Open Way is a philosophy for success, so whether you're currently an ICL user or not, Open Way will open up a brighter future for your business—helping you make more of your resources and more of your people.

We should be talking to each other.



Open Window at St. Jeannet c.1926 by Raoul Dufy copyright DACS 1987.

FOR MORE INFORMATION DIAL 100 AND ASK FOR FREEPHONE ICL. ICL IS A MEMBER OF THE STC PLC GROUP.



How Esso did what the Romans didn't and the Saxons never tried.

Dig a little deeper into this story and its meaning will become clear.

It started early in 1985 with a plan to run a pipeline from our Fawley Refinery, near Southampton, to Seisdon, north-west of Birmingham.

As the crow flies, that's 130 miles. The route, however, was straight through the Marlborough Downs, the Cotswold Hills, and the Vale of Evesham.

There was natural concern. It wouldn't have worried the Saxons, though. Or the Romans. They'd have carved through our national heritage, and heaped earthworks to last a thousand years.

Esso, on the other hand, did neither.

Every inch of the pipeline was buried, without a trace we'd been there. Topsoil, walls and hedges were all put back.

First, however, with the Trust for Wessex Archaeology we dug historically – helping to discover some marvellous finds.

Perhaps the most remarkable was a completely unknown Iron Age hilltop settlement near Cirencester.

The most bizarre, certainly, was the skeleton of a woman from Roman times, buried with her boots still on.

Many finds are now displayed in the museums of five counties, and documented in *The Past in the Pipeline*. We're also happy to record that for this Esso received the Illustrated London News archaeology award from the British Archaeological Awards.

The Esso Midline Pipeline cost £40 million and, during construction, created over 1,000 jobs. Today it carries oil and petroleum products across country – safely, cleanly, economically and invisibly.

A true sign of our times.

For a free copy of our 25-page colour booklet, *The Past in the Pipeline*, written by the Trust, please write to The Public Affairs Department, Esso Petroleum Company Ltd., Esso House, Victoria Street, London SW1E 5JW.



Quality at work for Britain.

A MEMBER OF THE EXXON GROUP

UK NEWS

MPs press for launch of world TV news

By Raymond Snoddy

THE GOVERNMENT will be urged today to give early approval for the BBC to launch a television version of the World Service delivered by satellite.

More than 150 MPs including 70 Conservative back-benchers have signed an all-party motion tabled by Mr Peter Temple-Morris (Conservative).

The MPs applaud Independent Television News for its international news on Super Channel, the British satellite television channel aimed at Europe.

They argue, however, that the BBC's name, facilities, and established global audience of 125m for the radio World Service makes BBC External Service the best organisation to launch an international television news service from the UK.

The motion describes the costs of such a venture - £1.4m capital costs and £7.2m running costs, reduced eventually by programme sales - as "outstanding value."

Mr John Tusa, managing director of BBC External Services, submitted a formal request for funding for the project to the Foreign and Commonwealth Office at the end of last year. He is still awaiting a reply.

Mr Michael Checkland, the BBC director-general, is determined to create a daily international television news programme, and has suggested that it could be shown on BBC 2 as well as distributed to the rest of the world.

Edinburgh launches bid to regain 'lost prestige'

BY JAMES BUKTON, SCOTTISH CORRESPONDENT

EDINBURGH yesterday launched a campaign to regain lost prestige and shake off what it believes is an image of complacency, lethargy and preoccupation with the past.

City dignitaries released into the raw east coast sea mist a flock of 5000 balloons bearing the slogan "count me in" with the "in" picked out in red from the word Edinburgh.

The slogan should appear on car bumpers and lapels, and in company and council publicity, and is backed by a video film with voice-over by the actor Sean Connery, once an Edinburgh milkman. It has been devised by Dr Michael Kelly, who in 1983 launched the successful "Glasgow's miles better" campaign to help Glasgow shake off its image of a rough, decaying city.

But Mr David Mowat, chief executive of Edinburgh Chamber of Commerce, which is behind the campaign, insists that rivalry with Glasgow has nothing to do with it. "We're trying to compete with the rest of Europe and internationally,"

he says. "We have become inward looking and complacent and other people have crept up on us."

For 10 years, he says, Edinburgh's citizens and its politicians - both Conservative and Labour - have argued about possible projects instead of actually implementing them. Hence the emphasis in the slogan on participation and co-operation.

One example is the idea of creating a large purpose-built conference centre, intermittently discussed for nearly a decade while conference business has increasingly passed Edinburgh by.

Getting the conference centre off the ground is the first concrete objective of the "count me in" campaign, which is costing £50,000 to launch. But the general aim is to persuade the citizens of Edinburgh to participate more in projects to improve the city.

Mr Malcolm Rifkind, the Scottish secretary, who is an Edinburgh man himself, said recently that although many of Scotland's leading

figures in such fields as politics, the law, education and medicine live in Edinburgh, they take little part in the life of the city.

He blamed a good part of the city's inertia on its present Labour council which he accused of having "an obsessive belief that the city can thrive while penalising and punishing the business community."

The chamber of commerce has fiercely denounced the decisions of the district council and the regional council, which is also Labour-controlled, to increase rates for this financial year by an average of 32 per cent.

But yesterday the Lord Provost (Mayor), Dr John Mackay, not only sat on the platform for the launch of the "count me in" campaign, but a trifle diffidently, actually mouthed the slogan. And there was no mention of the unofficial slogan now appearing on cars in Edinburgh in response to the "Glasgow's miles better" campaign. It reads: "Edinburgh, slightly superior."

Standard Life to fund store rebuilding

BY PAUL CHEESERIGHT, PROPERTY CORRESPONDENT

STANDARD LIFE Assurance is to provide £80m to fund the redevelopment of Whiteleys, one of west London's most famous department stores which closed several years ago and, which, in its Edwardian prime, promised to provide "everything from a pin to an elephant."

The investment is one of the largest by an insurance company in the British retail sector.

In a second move, Mr Nicholas Ridley, the Environment Secretary, announced that the Commonwealth Secretariat would be moving out of Marlborough House. This will allow

the property Services Agency to start a £5m repair programme running to 1990.

Marlborough House was designed by Sir Christopher Wren, the architect of St Paul's Cathedral, and was a royal residence until 1829.

Union withdraws QE2 industrial action

BY JIMMY BURNS, LABOUR STAFF

THE NATIONAL Union of Seamen (NUS) will not physically oppose the new crewing arrangements on the QE2, the Cunard-owned cruise liner, it has said.

The NUS had planned to disrupt the QE2's departure on a world cruise after the ship's hotel and catering staff had voted overwhelmingly to accept the company's severance terms, allowing it to replace them with crew supplied by an outside agency.

The union confirmed yesterday that it had withdrawn the threat of

industrial action because of the risk of prosecution under trade union legislation.

The NUS executive council voted unanimously last week to drop any further action, after being advised by union lawyers that action by dockers and members not directly involved in Cunard's employment plans would be considered secondary and, therefore, illegal by a court.

Cunard will now offer all 800 hotel and catering staff originally employed on the QE2 the option of being rehired under more flexible pay

and working conditions by a Caribbean employment agency.

Such an arrangement, which includes a no-strike clause, is already operating on the Comrades, another Cunard-owned cruise ship. The company's latest plans represent a serious blow to the NUS, which has seen its membership dwindle in recent years.

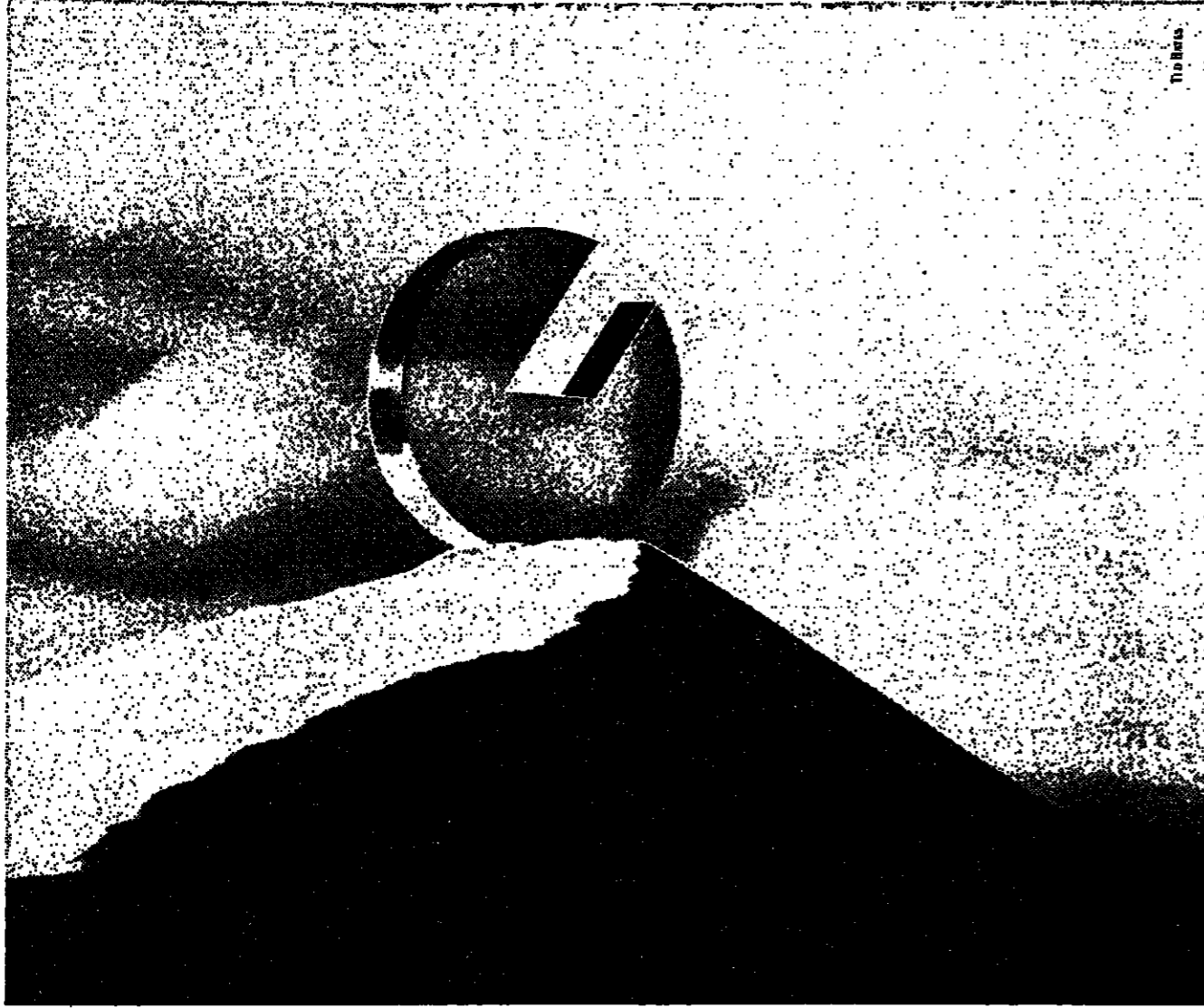
Although both the company and the union said they expected to consult each other over the next week, it is expected that a majority of the hotel and catering staff will eventu-

ally be replaced by foreign employees.

Even if they seek re-employment through the outside agency, the hotel and catering staff will no longer be represented by the NUS in collective bargaining.

Of the 1000-strong crew originally employed on the QE2, only the 200 engine and deck staff are likely to remain within the union in the foreseeable future.

The QE2 is expected to depart from Southampton on a world cruise on April 29, after undergoing test trials in the Baltic Sea.



From the right vantage point, your vistas extend to even distant markets. Let's look them over together.

The deeper your insights into a country and its economy, the better your prospects in international business. Take intelligence on optimum modes of payment and methods of financing, for instance. To support your foreign commitment successfully, your bank partner must be able to provide such information firsthand.

That's why DG BANK has steadily expanded its international network of branches and subsidiaries in major financial centers. In addition, we maintain cor-

respondent relations with some 3,000 banks worldwide. As a member of the UNICO Banking Group, DG BANK cooperates closely with six large West European banks.

To its international presence, DG BANK adds a universal range of services: from foreign exchange cover to Euroloans, from export financing to bond issues, from investment counselling to assistance in entering new markets. Whatever your needs, our fast-action policy ensures that you rapidly get together with the right people and lose no time

in analyzing all the risks and opportunities.

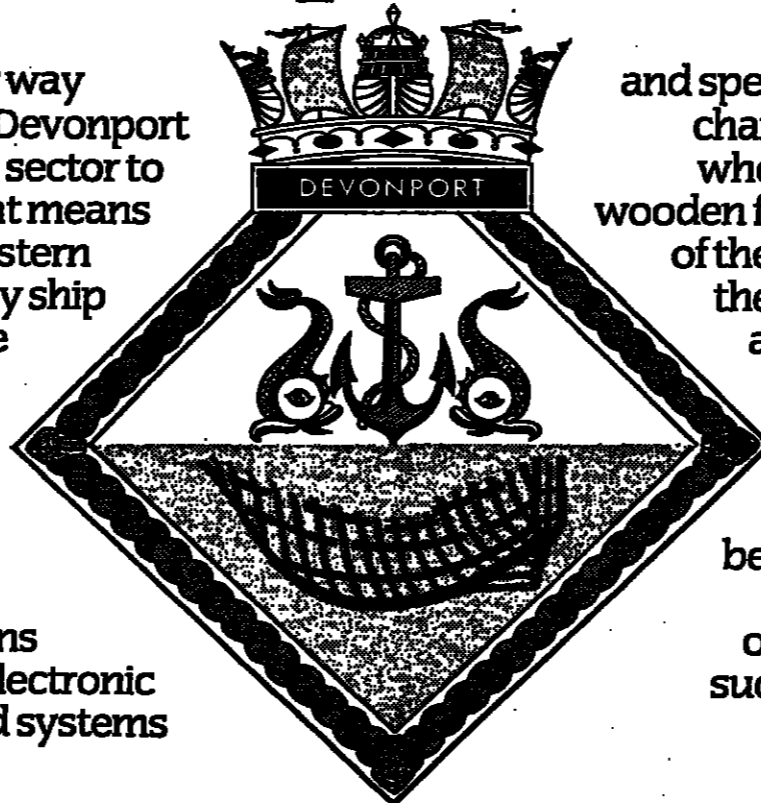
Head Office: DG BANK, P. O. Box 100651, Am Platz der Republik, D-6000 Frankfurt am Main 1, Federal Republic of Germany. Telephone: (69) 7447-01, Telex 412251. Offices in: New York, Los Angeles, Atlanta, Rio de Janeiro, Hongkong, Singapore, Tokyo, Kuala Lumpur, London, Luxembourg, Zurich, Budapest.

The broadly based Bank.

DG BANK

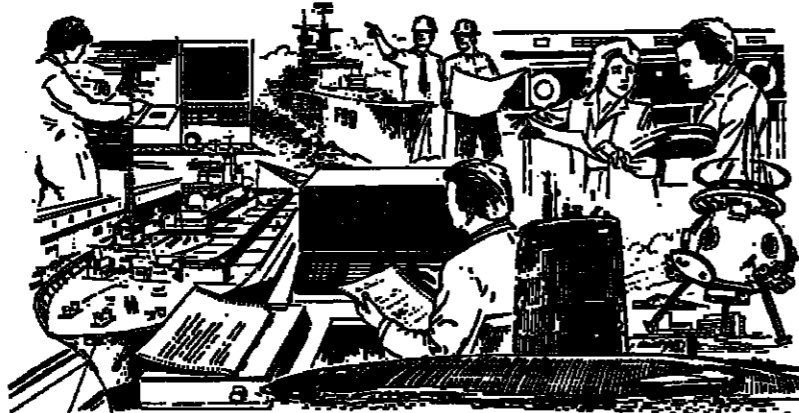
The Devonport decision

After the uncertainty - the clear way ahead! The decision to transfer Devonport Royal Dockyard from the public sector to skilled commercial management means there is now a real future for Western Europe's largest high technology ship repair facility. Devonport will be competing internationally for a wide range of marine-related and other industrial work. Project areas for which it is uniquely equipped by skills and resources include subsea engineering, optical and weapons systems, nuclear engineering, electronic design and computer-controlled systems



and specialised fabrications. Progressive change is nothing new for Devonport whose proud 300-year history spans wooden fighting vessels, famous warships of the great age of steam and steel and the refitting of modern surface ships and nuclear-powered submarines today for the Royal Navy - who will continue to be the dockyards major customer. The challenge to diversify is the best possible news for Devonport's talented workforce. With co-operation by everyone to work for success, jobs will be maximised and long-term stability achieved.

- it's the best possible way ahead!



THE EXPERIENCED COMMERCIAL PARTNERS IN DEVONPORT MANAGEMENT LIMITED

The Weir Group PLC (29.9%)

Engineers of international repute - working with the Royal Navy for over 100 years

Brown & Root (U.K.) Limited (29.9%)

A world leader in the management and construction of offshore engineering projects

BICC Plc (Balfour Beatty) (29.9%)

British engineering and contracting group with strong defence and nuclear experience

BZW Dockyard Ltd. (10.3%)

Shareholding held in trust

DEVONPORT MANAGEMENT LIMITED

Plymouth PL1 4SG. Telephone: (0752) 553740 Telex: 45228/DEVYD Fax: (0752) 552887

See special Plymouth supplement

UK NEWS

Opinion poll support for Thatcher spurs markets

BY JANET BUSH

FINANCIAL MARKETS surged ahead yesterday in response to the latest opinion polls which showed an increased lead for the Conservative Government of Mrs Margaret Thatcher.

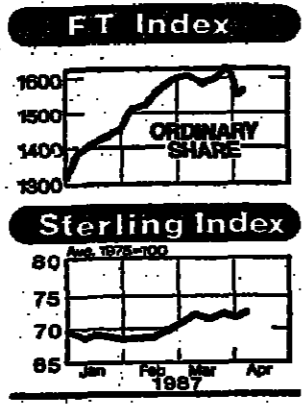
As sterling rose, the domestic money markets started anticipating lower interest rates, and both equities and UK government bond prices firmed ahead.

The pound had risen sharply overnight in Far East markets in an immediate reaction to the opinion polls and it found strong demand as European banks opened for business.

This enthusiasm was swiftly cooled when the Bank of England started to sell sterling, mostly against the dollar. The pound never regained its opening highs, but still remained firm.

Overall, the intervention is thought to have been quite heavy. The Bank is believed to have dealt in modest amounts but its action was spread across several banks and was, therefore, obvious. It was reported to have sold sterling at around \$1.6230, just below its day's high.

The pound's trade weighted index had opened sharply higher at 72.5 compared with Friday's closing 71.9.



but, after the official sales, traded at 72.4 for the rest of the day.

After widespread discussion last week about the nature of the exchange rate target band which the authorities appear to be operating, the market was nervous about pushing sterling much higher at this stage against the Bank's wishes.

Mr Nigel Lawson, the Chancellor of the Exchequer, said last week he was happy with sterling around "current levels" which were around \$1.60 and DM 2.90. Yesterday saw sterling substantially higher than

at highs of \$1.6245 and DM 2.9635, although it closed at \$1.6175 and DM 2.9225 compared with its Friday close of \$1.614 and DM 2.833.

There was speculation that at its highs yesterday sterling had come near to the top end of its target band, particularly as it was at these levels when the Bank finally conceded a cut in base in the week before the budget.

Dealers were also cautious before seeing the results of more opinion polls this week and before this week's key monetary meetings get underway in Washington.

On the money market, the three-month interbank rate fell to 9% per cent at the opening, discounting a half point cut in base rates from the current 10 per cent, but then firmed to end nearer 9% per cent.

UK Government bonds attracted strong demand, including from Japan, which cheered those who had feared that Japanese investors would be put off by the difficulties over trade with Britain. Longer-dated stocks closed about 1 1/2 points higher.

On the equity market, the FT-SE 100 index ended 24.5 up at 1999.8 and the FT Ordinary index closed 19.6 higher at 1508.1.

Law, Page 22; Money markets, Page 33

Lloyd's agents to lobby politicians over tax reform

BY NICK BUNCKER

LEADING UNDERWRITING agencies at Lloyd's of London have begun a political lobbying campaign aimed at heading off Government proposals for a major change in the insurance market's tax regime.

The move reveals deepening anxiety among many of the market's 420 underwriting agencies. They are arguing that the Government's proposals could inflict serious damage on the Lloyd's market's commercial viability.

They intend to mobilise support among the market's 32,000 underwriting members, known as names, including about 80 Conservative MPs and a large number of peers. The move is a response to plans unveiled last month by Mr Nigel Lawson, Chancellor of the Exchequer, to close what he called an "unjustified tax break" at Lloyd's. This involves the tax treatment of "reinsurance to close," a mechanism used by Lloyd's syndicates to close their accounts at the end of an underwriting year.

The lobbying efforts are being led by the Lloyd's Underwriting Agents' Association (LUAA). It represents the market's 420 underwriting agencies, which manage Lloyd's syndicates and look after the affairs of Lloyd's names.

At a mass meeting last Thursday, the association circulated all 420

agencies with a briefing document setting out Lloyd's case against the Revenue. It says that the "practical and commercial" effects of the proposed change would be "very damaging" to a key sector of the British economy.

This is because the Revenue's proposals could significantly increase the tax liability of many Lloyd's names, eliminating some of the attractions of joining the market.

The briefing document says that Lloyd's "has never sought to place its activities beyond the purview of the Inland Revenue. The Inland Revenue must be satisfied that the reinsurance-to-close is reasonably based."

The association's anxieties centre, however, on a draft clause of this year's Finance Bill, which is due to be published later this week, but has been circulating among the Lloyd's community in the last few days.

The chief executive of one of the market's biggest underwriting agencies said last night that the clause was "pernicious: its wording goes far beyond anything that was suggested in the budget speech."

Mr John Heynes, the LUAA's chairman, said he was writing to Lloyd's names, whose affairs he manages, to seek their support.

Rover car sales recovery falters in month of record registrations

BY KENNETH GOODING, MOTOR INDUSTRY CORRESPONDENT

THE STATE-OWNED Rover Group's recovery in the UK new car market faltered slightly last month as total registrations soared to record levels.

General Motors, the Vauxhall-Opel group, also continued to lose ground while Ford increased its market leadership. But, because the two US-owned groups are supplying more cars from their British factories, for the first time in many years the strong surge in new car sales has not been accompanied by an equally big increase in imports.

According to the Society of Motor Manufacturers and Traders, new car sales last month were up 8.13 per cent on March 1986 at 155,921. This put first-quarter registrations 3.67 per cent ahead of the same period last year - which went on to set a record for new car sales - at 468,992.

In the first quarter the importers' share fell from 54.8 per cent to 49.41 per cent.

This was mainly because both Ford and GM have cut the number of cars imported from their Continental factories. In the quarter, Ford's UK plants supplied 72.8 per cent of the cars sold against 67.3 per cent in the same months of 1986, while GM supplied 70.1 per cent, up from 51.3 per cent.

The Rover Group's new marketing approach involving what is almost the re-launch of its car range and which worked well in January and February, could not prevent the company suffering a fall in both sales volume and market share in the first quarter.

But GM claimed yesterday it was on target to achieve its full-year objective of a 15.5 per cent share.

Best-selling cars in March were: 1, Ford Escort (18,971 sold); 2, Ford Fiesta (13,088); 3, Rover Metro (12,312); 4, Ford Sierra (11,456); 5, Vauxhall Cavalier (9,429); 6, Vauxhall Astra (7,765); 7, Ford Orion (7,157); 8, Rover Montego (5,328); 9, Volvo 300-series (4,449); 10, Peugeot 205 (4,381).

In the first quarter, Rover increased its registrations by 1.4 per cent to 86,971. But that was not enough to keep pace with the increase in the total registrations and Rover's market share fell from more than 17 per cent to 16.5 per cent.

Any chance of the UK group being overtaken by GM is slim, however, because the Vauxhall-Opel company suffered a fall in both sales volume and market share in the first quarter.

Expulsion threat faces black party activists

BY MICHAEL CASSELL, POLITICAL CORRESPONDENT

A GROUP of leading black politicians will attend a rally today to establish a black section within the Birmingham Labour Party, and risk possible expulsion by the party's national leadership.

Labour's National Executive Committee (NEC) has ruled that, despite considerable internal pressure for their creation, there is no need for separate black sections within the party. It has warned that party members may face expulsion if the ruling is ignored. There are plans to hold similar inaugural gatherings in several other cities.

In an attempt to prevent the meeting from going ahead, several of Birmingham's Labour MPs - including the deputy leader Mr Roy Hattersley - have written to the organisers asking them to abandon their plans.

Their letter refers to the rally as "a meeting organised by a small, unrepresentative group of people who claim to be concerned about the problems of some ethnic communities within our city."

But they say that they are fully committed to racial equality and an end to discrimination, stressing

that neither they, nor the local Labour party, require outside advice. Mr Simon Hinds, a spokesman for supporters of Birmingham black sections, said the rally had not been called to deliberately defy the national executive, but he accused the NEC of implementing "an anti-democratic ruling."

He said the black section would be set up to mobilise "black, rank and file party members and ordinary members of the general public."

A Labour party spokesman said last night that the creation of a black section would not automatically lead to disciplinary action. It would depend on how the section was constituted and on its stated aims, he said.

Mr Denis Howell, Labour MP for Small Heath, said yesterday he strongly resented the attempt to form the Birmingham Black Section, and called on two London Labour politicians coming to the meeting to "stay away from Birmingham and look after their own councils."

He added: "They have divided the Labour Party far too often, and we don't want them to come to Birmingham."

Tory win could result in new job measures

By Our Labour Staff

THE GOVERNMENT is likely to take steps, if re-elected, which would lead to a major reorganisation of the Manpower Services Commission's special employment measures and training schemes for the long-term unemployed.

Senior officials at the MSC say it is likely any incoming government would want to review provision for the long-term unemployed and to reorganise the variety of schemes on offer to form a more coherent programme.

The MSC's concern reflects the rapid but piecemeal growth in the past two years of schemes to help the long-term unemployed back to work.

The development of programmes for the long-term unemployed has reached a stage reminiscent of the commission's provision for the young unemployed prior to the reorganisation in 1983 which created the Youth Training Scheme, according to officials.

The YTS replaced a plethora of training and work experience programmes for the young unemployed, to form a single programme

Tory strategists opt for switch of tactics against Alliance

BY OUR POLITICAL EDITOR

THE CONSERVATIVE Party is to alter its tactics in attacking the Social Democratic Party (SDP)/Liberal Alliance as the tempo of prediction speculation slackened at Westminster. There was further confirmation that a May 7 poll has been ruled out.

Conservative strategists met yesterday afternoon for the first time in two weeks as a series of opinion polls showed the Tories at around 40 per cent and Labour and the Alliance neck-and-neck at roughly 30 per cent each. Special surveys of marginal seats put the Conservatives in an even stronger position.

A MORI poll in this morning's Times newspaper indicates that the Tories would have an overall House of Commons majority of 92, about

50 less than at the 1983 general election. Labour would only gain only 15 seats on its present total of 224, and the Alliance, in spite of a rise in its share of the vote, would win only 32 seats.

Ministers are being careful to leave open the options between June and the early autumn but they recognise that, as in 1983, an irresistible momentum could build up for June.

Tory strategists have concluded that while the attack on the Alliance must be continued, there should be a change in style and tone from the highly personalised strong language used by Mrs Margaret Thatcher, the British Prime Minister and Mr Norman Tebbit, the Conservative Party chairman,

in speeches to party activists in Torquay recently. This was followed by a further advance in the Alliance's poll ratings.

First indications of a new approach will come during the Tories' campaign for the May 7 local elections where the party will concentrate on the local records of councils where the Alliance is sharing power or holds the balance. The Tories will point to the Alliance working closely with Labour.

Conservative Central Office is geared up to carry out detailed analyses of the results during the night of May 7 and to provide a full view well before Mrs Thatcher meets her senior advisers the following Sunday.

Builders' poll warning

BY JOAN GRAY, CONSTRUCTION CORRESPONDENT

CONSTRUCTION companies banking on benefits from an upturn in public sector spending if the Labour Party wins the next election are in for a disappointment, according to analysts' reports presented at the building industry convention in Brighton.

A Labour government would be unlikely to be able to meet its pledges of £5bn per annum in public spending on construction, they warned. If it did, there was a danger of the industry becoming over-heated and suffering from a shortage of labour and materials leading to increased costs.

"Broader economic considerations would mean that any new government would have to control public spending and that cuts would fall on the infrastructure," said Mr

Bill Martin, chief economist at Phillips & Drew stockbrokers.

Although the construction industry has traditionally done better under a Labour government, Mr Jamie Stevenson, building analyst at Wood Mackenzie, stockbrokers, said the pattern was unlikely to be repeated.

Mr Stevenson forecast a 5 per cent real growth in construction in 1987 on the back of the current private-led boom in sectors of house-building, and the building of offices and shopping centres.

But he warned that a Labour victory could lead to a loss of confidence and downturn in these sectors, which would not be compensated for by increased public spending.

SIEMENS advertisement featuring the text 'Custom-built straight from the factory with SIMATIC' and an image of a Siemens SIMATIC control panel.

UK NEWS

Charles Leadbeater assesses the impact of government job creation schemes on the long-term unemployed in north-east England

HMS Warrior helps restore hope in an ocean of unemployment

A WORKFORCE of previously long-term unemployed shipyard workers are renovating Britain's first ironclad battleship, HMS Warrior, in a disused dock in north-east England. The ship arrived in 1979 - a 400ft hulk - with weeds and bushes sprouting from its concrete deck. Seven years later, masts welded on site with resplendent rigging tower over the harbour, accompanied by a new figurehead, replica guns with all their paraphernalia, and more than 35,000 feet of decking. The ship is a monument to the memory of the industries and workers that once thrived around the River Tees in Hartlepool.

The success of the Warrior project has been a symbol of hope for the town's unemployed.

Two-thirds of the workers, who have poured their craftsmanship into the ship's restoration, are on the Manpower Services Commission's (MSC) Community Programme for long-term unemployed.

They, too, have undergone a restoration: of their self-respect and dignity, says Mr Bill Stevenson, MSC, scheme manager. The project could not have been completed, without the subsidy of the community programme, he says, although many of the workers have been taken on as full-time employees to finish the job on time. But for them it has been a temporary respite, as the Warrior will soon reinforce the depression which hangs in Hartlepool's air.

Unwanted north-eastern skills have been lavished on refurbishing this symbol of Britain's former industrial and military might, only to see it leave to serve the southern tourist industry.

The renovation will be complete in June, when the Warrior will leave for Portsmouth to join HMS Victory. "We cannot even keep the new industries," says one shipwright.

What will become of the shipwrights, platers, joiners and welders filling through the gates into a silent town?

"They will go on the dole. They have all been made redundant at least once before. If you are a north-eastern shipbuilder you are at the butt end of the country," says Mr Stevenson.

They will join 30,000 long-term unemployed in the Cleveland area, the product of widespread closures in the traditional industries of the north-east: steel, shipbuilding and coal.

Between Hartlepool and Middlesbrough a line of capital-intensive petro-chemical plants billow smoke and fumes, a conspicuous island of prosperity and efficiency in an otherwise barren landscape.

The task of bringing hope to the long-term unemployed is Mr Geoff Garnett's. He is the manager of the MSC's employment initiatives in the area.

"Even five years ago I suppose we thought there might be a return to

full employment," he says. "We were training for stock. Now we have to take a totally different approach to long-term unemployment."

In the 1980s, when Mr Garnett joined a staff of seven unemployed workers used to visit the employment exchange to be given green cards for jobs in local industries.

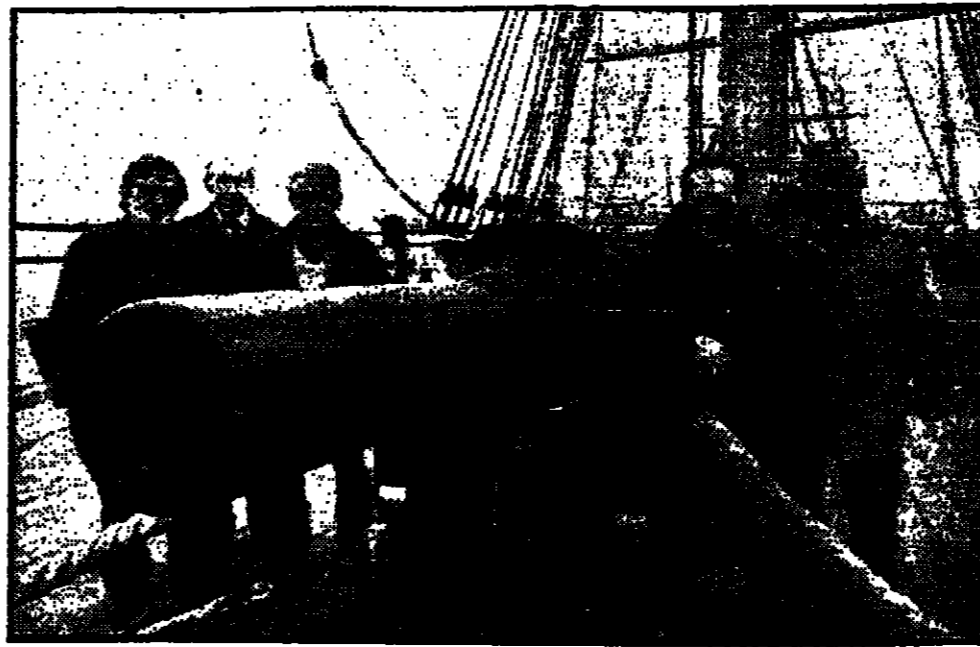
In the 1980s the long-term unemployed's first call is at the MSC's Restart programme. More than 11,000 long-term unemployed workers have gone through Middlesbrough's Restart counselling since it started last June.

All have been sent a written invitation to an interview with one of a team of counsellors in Middlesbrough's centre. But there are strings attached; someone refusing an interview runs the risk of losing their unemployment benefits.

At the interviews, the counsellors discuss the person's work history, and what they have done since they became unemployed. They go on to explore options for training, work programmes, and enterprise initiatives.

But, according to Mrs Beryl Fuller, responsible for the programme, it plays a wider role.

"Restart helps to end the sense of isolation among the long-term unemployed. They socialise and realise that they are not alone. Moreover, someone in authority is finally taking an interest in them," she says.



Some of the restoration programme members who are wondering what their future holds

Mr Paul Richmond, a 23-year-old joiner unemployed for more than a year, overcame considerable scepticism to come to the interview.

"I just thought it was another trick to get the dole figures down. But they have put me in touch with a training scheme to get the qualifications I need, so it has been worthwhile," he says.

"The MSC is proud of the Restart programme, with 83 per cent of interviews ending in a 'positive outcome.' But only about a tenth of those were 'real' jobs, with the majority going onto other MSC programmes, or transferred from unemployment benefit, the unemployment register and onto social security payments.

As one official wryly comments: "Positive outcomes means anything short of the unemployed person banging their head against the wall."

One of the most heavily used courses is the one-week Restart programme which aims to both help people cope with the financial pressures of unemployment and to

remotivate them to look for work.

"We have a higher proportion of people going on Restart courses, because so many of the long-term unemployed just do not believe there is any point to looking for a job," says Mr Fuller. They live in a different kind of world."

Critics argue that the financial advice merely helps the unemployed to adapt to life in that different world.

A second route from the Restart interviews is into one of Middlesbrough's two job clubs. Next to the Job Centre, 50 men spend half a day huddled over tables scouring newspapers.

They are expected to generate 10 jobs a day, with many speculative inquiries to companies, to tap into the 70 per cent of unadvertised vacancies.

Mr Dewa Bradman, a Job Club leader, says: "We do teach people to be realistic and flexible about the jobs they are going for, but we are not forcing them to lower their expectations."

As well as providing basic, but much needed job getting skills, such as writing a curriculum vitae, or interview technique, Job Club members have their searches subsidised through free postage and telephone calls, facilities employed job seekers might take for granted.

Each day they are provided with the latest vacancies posted in job centres, but the MSC says they are not given preferential treatment.

Since the clubs were established as the second in the country in November 1984, about half the 155 members have found jobs. Impressed by this success rate, the MSC plans a major expansion of the clubs to 1,000 nationally by April.

But the Middlesbrough MSC staff believe the clubs could soon reach saturation point with local employers bombarded with applicants.

Inevitably, many of the Restart interviewees end on one of the year-long Community Programme (CP) schemes, the MSC's largest programme for the long-term unemployed.

The years of phenomenal growth in the programme are over. Locally it has more than doubled to 2,500 since it started in September 1982, but it will remain at that level for some time in line with national budgetary guidelines.

During its rapid expansion, the programme was widely criticised as a cheap-labour, public works scheme. The MSC is responding with a growing stress on quality.

Along with this stress on quality, the Commission plans to expand enterprise-training, by encouraging Community programme trainees to develop marketable products. They will then be able to move on to a further year on the Enterprise Allowance Scheme, which offers a weekly grant of £40 for unemployed people starting their own business.

February borrowing hits £2.9bn peak

BY JANET BUSH

BRITAIN'S consumer credit boom shows no signs of abating with the amount of fresh borrowing rising to a record in February.

Figures released yesterday by the Department of Trade and Industry showed that the amount of new credit advanced by finance houses, retailers and credit card companies rose to £2.9bn in February compared with £2.7bn in January.

DTI officials said February's particularly high figure could have been partly because some new borrowing had been delayed from January when the consumer's appetite for credit appeared to have been depressed by the bad weather.

However, February also saw a very high level of fixed sum credit agreements. Hire purchase credit was high, partly because of special promotions of finance deals for buying cars.

The total amount of credit outstanding at the end of February was £24.5bn, 4 per cent more than the total three months earlier. Total advances in the three-month period from December to February were 2 per cent higher than in the previous three months.

The credit surge has been an important factor in sustaining the boom in retail sales in the past year.

Market for frozen food loses its momentum

BY CHRISTOPHER PARKES, CONSUMER INDUSTRIES EDITOR

THE UK market for frozen food lost some of its momentum last year, according to figures published yesterday by Birds Eye Walls, the Unilever subsidiary.

Sales of ready meals and potato products rose strongly, but other sectors were relatively sluggish. As a result, total spending increased by only 4.7 per cent, to £1.91bn at retail prices, after the 9.3 per cent surge recorded in 1985.

Volume sales of fish products fell as a result of 15-20 per cent increases in raw material prices. Cakes and desserts also lost ground.

The Birds Eye annual review of the market highlights an 18 per cent increase in the value of sales of prepared meals, the second biggest sector after green vegetables. However, this compares with a 38.5 per cent rise recorded in 1985.

Volume sales of these dishes were 13 per cent higher after a 31 per cent jump in the previous year. However, the company suggests there is still plenty of growth in the market, which still accounts for only 3.5 per cent of all expenditure on food.

Total per capita consumption in the UK of 20.8 kilograms a year is little more than half the US figure.

Bid to boost film industry

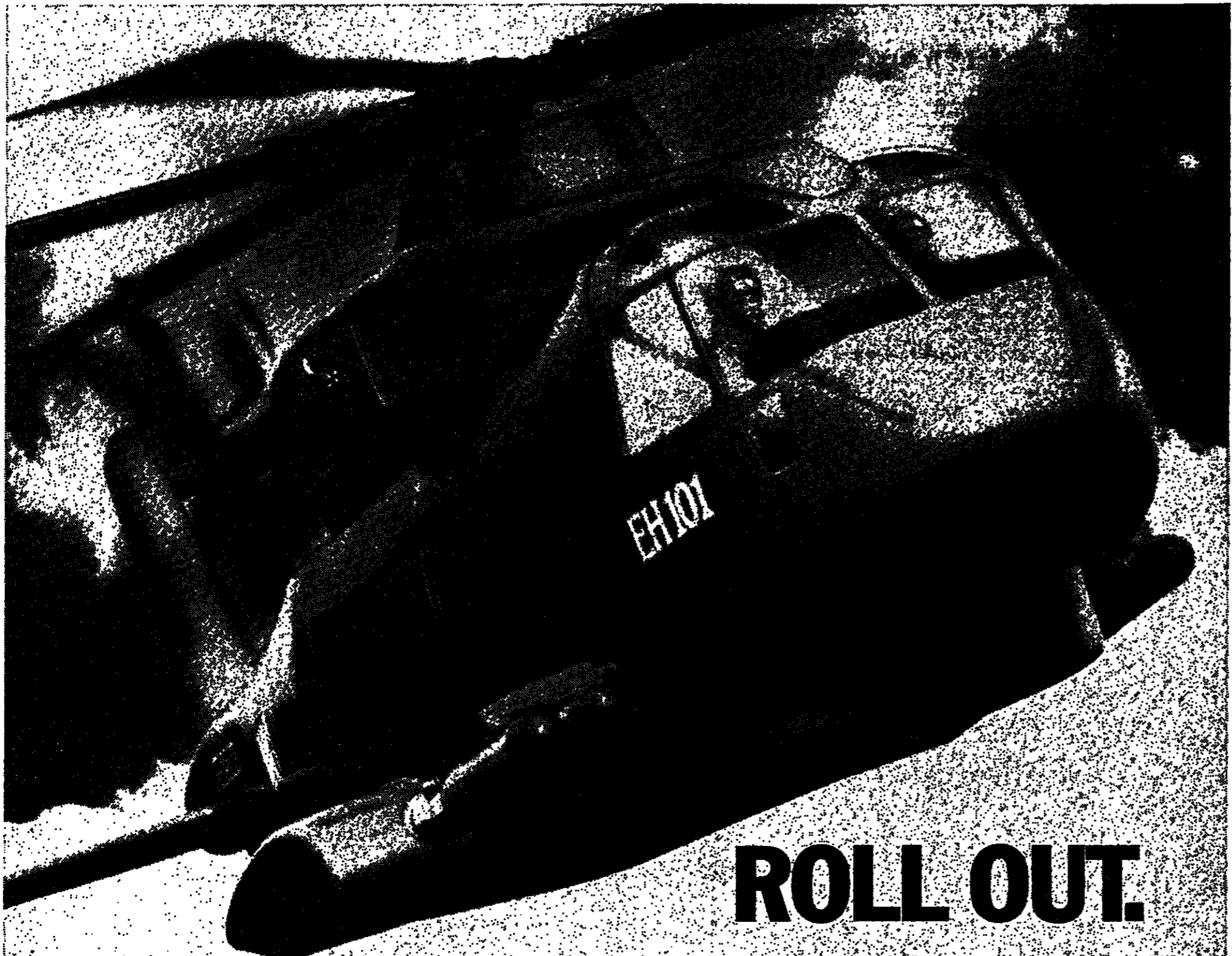
By Raymond Snoddy

THE BRITISH cinema industry is intensifying its marketing efforts with a national film festival at which 32 films will be given their world premier in the UK.

Cinema 87 to be held in Brighton from May 21 to 25 is the first promotional festival of its kind to be held in the UK.

The event comes after the Cannes Film Festival in the south of France and its organiser, Mr Denis Cave, hopes that film stars and directors will travel on from Cannes to attend the Brighton festival.

We offer
BELLAND
nominal shares
(also available for foreigners)
Offers from
Sfr. 4000
BELLAND owns the only patent (world) for biologically recycling of plastic. Licence contracts with BMW, Japan, China among others
Please send your Offer to:
F.T. Chiffre



ROLL OUT.

The new EH 101 helicopter from Westland and Agusta.

The new EH101 helicopter. A dramatic example of close co-operation between Agusta of Italy and Westland of the United Kingdom.

A true multi-role helicopter designed to meet NATO's ASW requirements well into the next century.

Capable, agile and versatile, it provides new mobility on the battlefield. And in civil operations, it will set new standards of safety and performance.

The high technology EH101 breaks new ground in design and construction, in aerodynamics that break the world speed record and in operational excellence.

The EH101. Rolling out today. Ready for service in 1990.

EUROPEAN HELICOPTER INDUSTRIES.

A JOINT COMPANY OF WESTLAND AND AGUSTA.

THE FIRST HAPSBURG MALT WHISKY.
The Glenlivet dynasty can be traced back to 1747 when the Hapsburg kings ruled in Austria.
Today, Scotland's first malt whisky is also first choice in Vienna.
Scotland's first malt whisky.

INTERNATIONAL COMPANIES and FINANCE

Bernard Simon explains the cautious 'nautical' thinking of a Canadian bank chief BNS stands back from the rush to merge

IN THE VOLATILE and uncertain world of international finance, Bank of Nova Scotia is setting out to show that a cautious approach may ultimately bring the richest rewards.

The fourth biggest Canadian bank—though the one with the heaviest international exposure—makes no apologies for sticking to a course which its critics deride as stodgy, but which its managers see as a solid commitment to banking prudence and quality of service.

Mr Cedric Ritchie, BNS's chairman and the longest-serving chief executive of a Canadian bank, uses a nautical metaphor (as he often does) to make his point: "You don't get too far offshore in case that sudden storm comes up," he says, adding that: "In banking you don't have a second chance."

Evidence of the bank's caution is not hard to find. BNS, also known as Scotiabank, has placed a growing proportion of its liquid assets in low-risk US and Canadian government securities, rather than in inter-bank deposits. Its generation of internal capital, mainly from retained earnings and loan loss provisions, was the highest of any Canadian bank last year. It is also one of North America's leading gold bullion dealers.

Unlike most other chief executives of Canada's big six banks, Mr Ritchie's annual report to shareholders last January dwelt on the growing risks of world banking, rather than the opportunities opening up as Canadian banks prepare to enter the domestic securities industry for the first time.

"The new-style global financial markets—wonderful as they are—are a foolproof," Mr

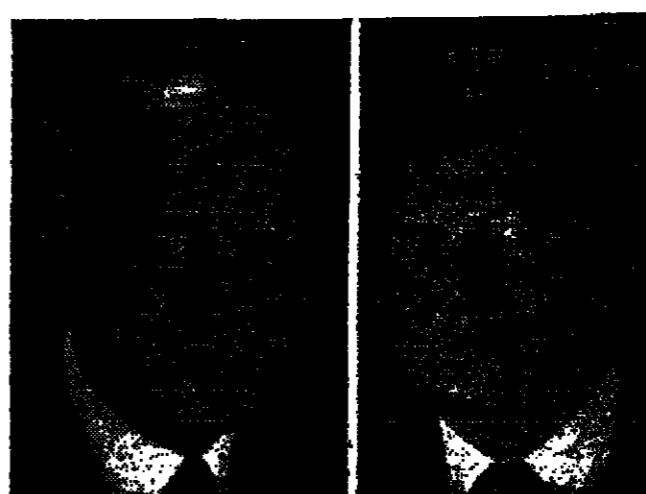
Ritchie warned in his report, adding that "there are plenty of traps for the unwary." He acknowledges in an interview that the shocks to the international banking system in the past decade have created a high level of uncertainty in BNS's own plans for the future.

Highly regarded within the bank but keeping a low profile in public, Mr Ritchie, 59, is also one of the few Canadian business leaders who has serious misgivings about Ottawa's current initiative to negotiate a sweeping free trade agreement with the US.

It remains to be seen whether the next generation of BNS managers breaks with tradition. The man who is gradually emerging as Mr Ritchie's successor, Mr Peter Godsoe, is an unknown quantity to many outside the bank. Mr Godsoe, 48, and currently the bank's vice-chairman, has had little opportunity under Mr Ritchie's strong leadership to show his true colours.

BNS's main strength is a solid and diversified retail base. Although its domestic assets are only 18 per cent of the total for Canadian banks, BNS claims a share of more than 20 per cent of the consumer loan market, mainly mortgages and car loans. Helped by strong consumer spending, BNS's assets have grown by 6.4 per cent in the past year, compared to the industry average of 3.5 per cent.

The bank has a relatively modest exposure of about C\$2.5bn (US\$1.9bn) to the depressed energy industry. It is the only one of the big Canadian banks with no outstanding loans to Dome Petroleum, the stricken Calgary oil and gas



Mr Cedric Ritchie (left) and Mr Peter Godsoe: chief and probable successor

dealer known as Scotia Securities.

Its pioneering move does not necessarily mean, however, that BNS will be in the big league of the Canadian securities industry once all curbs on bank ownership of securities firms are scrapped on June 30.

Scotia Securities has a staff of fewer than a dozen and has so far stuck to taking small positions in new issues. Mr Ritchie expresses reservations about using the bank's extensive retail network to expand the placing power and trading volumes of its securities business. Selling shares through a branch might imply giving them the bank's stamp of approval, thereby running the risk of a loss of confidence later.

"Obviously we want to take advantage of the opportunities that are there, but it's a question of priorities," Mr Ritchie says.

BNS's priority for the past few years has been to deal with the problems of Third World debt and to grid its loans for any future shocks. The C\$274m of new capital generated internally last year was double the level of 1985. The bank raised another C\$197m from new share issues, bringing its ratio of base capital to gross assets up to 4.9 per cent last January 31, from 2.9 per cent at the end of fiscal 1985.

Toronto's rumour mill suggests that BNS may broaden Scotia Securities' horizons by taking a stake in a well-established investment dealer. But it would be out of character for the bank to thrust its way to the forefront of the merger and takeover rush expected after Canada's Big Bang on June 30.

BNS also surprised outsiders last November by becoming the first Canadian bank to enter the domestic corporate securities business. Using a loophole in the federal Bank Act and the liberal regulatory climate in Quebec, the bank set up a small

This announcement complies with the requirements of the Council of The Stock Exchange. It does not constitute an offer of, or invitation to the public to subscribe for or to purchase, any securities.



Skandinaviska Enskilda Banken

(Incorporated in the Kingdom of Sweden with limited liability)

¥10,000,000,000

4½ per cent. Bonds Due 1992

Issue Price: 101½ per cent.

The following have agreed to subscribe or procure subscribers for the Bonds:

Daiwa Europe Limited	Bankers Trust International Limited
Sumitomo Trust International Limited	Yasuda Trust Europe Limited
Banca Commerciale Italiana	Bank of Tokyo International Limited
Banque Bruxelles Lambert S.A.	Fuji International Finance Limited
LITCB International Limited	Manufacturers Hanover Limited
Mitsubishi Finance International Limited	Mitsubishi Trust International Limited
Mitsui Finance International Limited	Mitsui Trust International Limited
Morgan Stanley International	Nippon Credit International Limited
Saitama Bank (Europe) S.A.	Sanwa International Limited
Swiss Bank Corporation International Limited	Tokai International Bank (Europe) S.A.
Tokai International Limited	Union Bank of Switzerland (Securities) Limited

Application has been made for the Bonds, in bearer form in the denomination of Yen 1,000,000 each, constituting the above issue to be admitted to the Official List by the Council of The Stock Exchange, subject only to the issue of the temporary global Bond. The Bonds bear interest from 23rd April, 1987 at the rate of 4½ per cent. per annum payable annually (save in respect of the first period as specified below) in arrears on 23rd October.

The first payment of interest will be made on 23rd October, 1988 and will be in respect of the period from 23rd April, 1987 to 23rd October, 1988, and will amount to Yen 67,500 per Bond.

Listing particulars relating to the Bonds and the Issuer are available in the statistical services of Eutel Statistical Services Limited and copies may be obtained during usual business hours up to and including 9th April, 1987 from the Company Announcements Office of The Stock Exchange and up to and including 24th April, 1987 from the following:

Rowe & Pitman Ltd., 1 Finsbury Avenue, London EC2M 2PA	Citibank N.A., Citibank House, 336 Strand, London WC2R 1BB
--	---

7th April, 1987

FINANCIAL TIMES SURVEY

The Financial Times proposes to publish a
COMPUTERS IN MANUFACTURING SURVEY
on June 2 1987

The following subjects will be covered:

- Automated manufacturing software
- Computer-aided design
- Computer-aided engineering
- Machine Vision
- International—The state of automated manufacturing
- Robotics and automated handling machinery
- Machine tools
- Case studies

All editorial comment should be addressed to the Surveys Editor. A full editorial synopsis and information about advertising can be obtained from Stephen Dunbar-Johnson, telephone 01-288 8000 extn 4143, or your usual Financial Times representative.

End of an illusion costs Danish bank depositors dear

THE DANES have lost an illusion over the past few days. They have always assumed that no-one who deposited money with a Danish bank or savings bank would ever lose that money. They are having to think again.

The collapse of the small 6. Jull Bank, which suspended payments on March 28 on the orders of the Bank Inspector, has opened the eyes of depositors to the true situation.

On previous occasions when a bank has run into trouble the other banks, led by the big three Copenhagen banks, have either taken over the troubled institution or provided guarantees to keep it afloat until its

affairs could be sorted out. Top bankers have made clear on many occasions over the past 15 years that it was essential for the international reputation of the Danish banking system that depositors' money was seen to be completely safe.

This time, however, the other banks refused to come to the rescue, until under pressure from Mr Poul Schlüter, the Prime Minister, the Bankers' Association's members agreed to guarantee fully deposits of up to Dkr 50,000 (£7,300) and to provide 80 per cent cover for deposits of between Dkr 50,000 and Dkr 100,000. They refused to provide guarantees for amounts over

Dkr 100,000.

Not only customers of 6. Jull Bank felt badly let down. The Financial Times has received calls from people who say they have no money at stake in the bank but have expressed outrage at the attitude of the Bankers' Association in general and the big banks in particular.

The association, however, feels that in the case of 6. Jull Bank their shareholders have no obligation whatsoever to cover the losses which the bank has made.

The association was widely criticised, not least by opposition politicians, for failing to guarantee all depositors all

their money, to which the association's chairman, Mr Bendit Hansen, chief executive of Copenhagen Handelsbank, replied:

"Instead of criticising our offer to the depositors, the politicians and other responsible people should focus on the state of affairs at 6. Jull Bank and get a grip on the people whose actions have caused depositors their losses. They are the ones who must be held responsible, not us."

Mr Tage Andersen, chief executive at Danske Bank, the country's biggest bank, was even more outspoken, using words such as "greedy," "spineless," and "unprofessional"

about 6. Jull Bank.

The 6. Jull Bank was set up in 1974, one of the first of several "niche" banks to open in the 1970s. By keeping its costs low, it was able to offer high yields on deposits. By the end of last year it had built up total assets of Dkr 1.5bn and equity capital of Dkr 94m.

Meanwhile, an association of depositors has been formed and is trying to ensure, partly by converting deposits into equity capital, that the bank can be reopened under new ownership and with new management.

Hilary Barnes

"Our strategy is to crystallize tomorrow's ideas in the advanced technologies of energy and chemicals."

Neste is a dynamic and expanding oil, energy and chemical corporation. Our success is attributable to two factors - better and more advanced technology and customer-orientated, reliable service.

Oil is the world's most important source of energy and will continue to be so in the future. As Scandinavia's primary refiner of crude, we are constantly discovering new, better and more effective applications for oil which will have a softer impact on the environment.

Our activities cover the whole chain from oil exploration to the plastics converting industry. We are also one of the world's largest traders in crude oil and oil products.

Customer's needs are given the very top priority

The requirements of our customers have grown increasingly specialized. Correspondingly, there has been a substantial extension of Neste's activities throughout Europe in the areas of petrochemicals, industrial chemicals and plastics. We are, for instance, one of the main producers of polyethylene in Europe.

Our technological research and development is based on the needs of customers in their own special fields. Finland has one of the northern hemisphere's harshest climates and because of this only one standard is acceptable - exceptional reliability where the product, operating characteristics and contracts are concerned.

One example of an area in which our know-how and skills have established a good reputation is in shipping. We have specialized in tankers designed for severe arctic conditions and demanding gas transportation.

Our technology is focused on the areas of the future

Our R&D activities are concentrated strongly on the future growth areas of our products, process technology, polymers and man-made materials.



Jaakko Ihamuotila, Chairman and Chief Executive, Neste Oy

We also emphasize the development of new and exciting uses for plastics. We are developing, among other things, electrically conductive plastics which will open the door to new possibilities in the chemical storage of electricity.

We are in the business of discovering new ideas and possibilities

We are constantly seeking not only new procedures and new ways of working but also new partners to co-operate with in our own special areas. Our advanced technical know-how and skills can offer you and your company new exciting and advantageous opportunities.

We are constantly looking for new opportunities and partners to co-operate with in our own special areas. If you are interested in Neste, send us your business card or post this coupon to the following address: Neste Oy, New Ventures, Keltanieniemi, SF-02150 Espoo, Finland.

I would like to know more about Neste's activities in:

oil chemicals shipping batteries gas

technology I would like general information on Neste.

Name _____

Company _____

Address _____

Telephone _____ Telex _____

The largest industrial company in Finland

Present in more than 30 countries

Divisions: Oil (refining, trading and exploration), chemicals (petrochemicals, industrial chemicals and plastics), shipping, batteries, gas, technology

Personnel: 10,000

Turnover in 1986: USD 5.3 billion



NESTE

Neste Corporation, Corporate Head Office: Keltanieniemi SF-02150 Espoo Finland Tel. + 359-0-4501, New York: 1 Rockefeller Plaza Suite 1708 New York N.Y. 10020 U.S.A. Tel. + 1-212-9772546, Riyadh: P.O. Box 61134 Riyadh Saudi Arabia Tel. + 966-4-401507, Moscow: Pokrovskij Bulvar 4/7 KV 11 Moscow U.S.S.R. Tel. Moscow 2077 473, London: 30 Charles II Street London SW1Y 4AE England Tel. + 44-1-9307333, Stockholm: Villagatan 13 B S-11432 Stockholm Sweden Tel. + 46-8-248540

TECHNOLOGY

Taking the time to make quality count

Peter Marsh looks at how the introduction of computer-aided design has paid off for Otter Controls

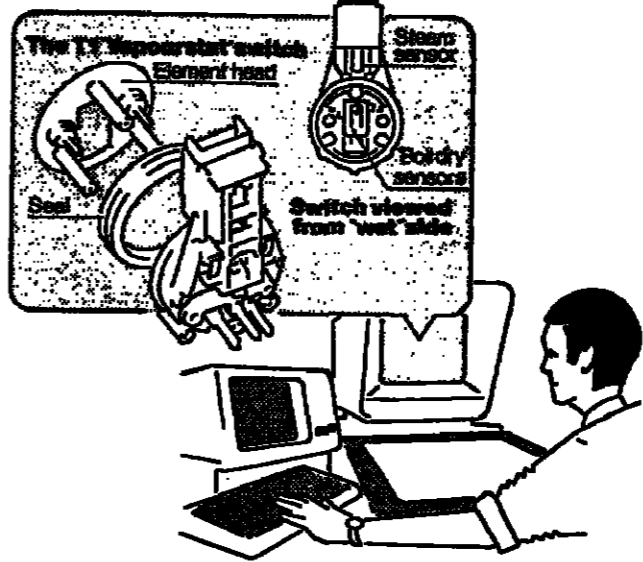
"ANY TIME savings you can make during design can be used to increase quality. And on world markets, quality is all important."

assembly, and reliability of products is higher. By increasing the precision of design, Otter, which employs 750 people and has annual sales of £15m, has also reduced manufacturing costs by about 50 per cent over the past seven years.

West Germany, Delco Products of the US and Japan's Mitsubishi Electric, a car components concern which supplies Nissan, Toyota and Honda. UK-based customers for the Derbyshire company's products include Swan House, Wares, Kenwood and Hotpoint.

District, the company has smaller plants in St Davids and Montgomery in Wales and Inverness in Scotland. It is non-unionised. This is not out of any deliberate policy, says Mr Blackburn, who has been at Otter for 22 years, previously as technical director, but because "our staff have never pressed for unions to represent them."

The design equipment is centred on four DEC computers and uses solid-modelling software produced by Shape Data, a Cambridge company which is owned by Evans and Sutherland of the US.



By increasing its design precision, Otter has cut its manufacturing costs by some 50 per cent over the past seven years

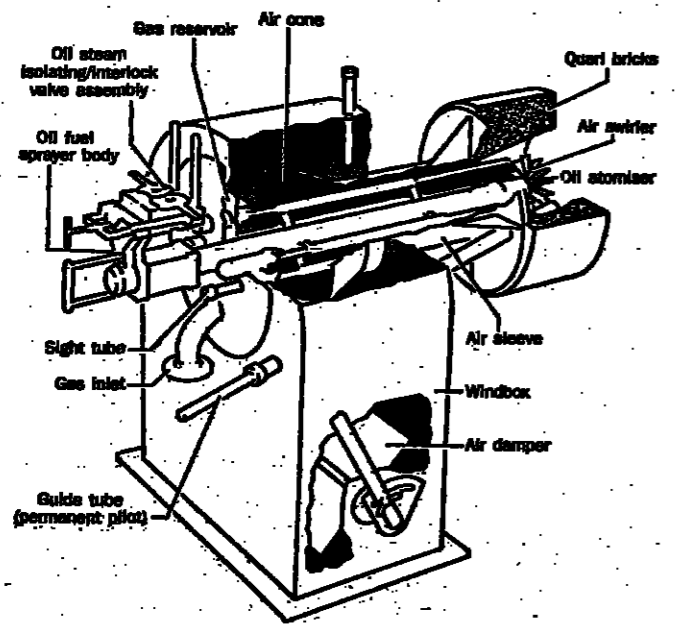
The good news is FERRANTI Selling technology

Notre Dame and the Arc de Triomphe a la carte

By Geoffrey Charlish IN PARIS, where the buses and metro use a flat fare system, passengers might soon be using the "smart" card for payment.

Where environmental standards have been turned into a burning issue

Maurice Samuelson examines the methods used by Airoil-Flaregas in the drive to cut pollution from oil and petrochemical plants



Axiote 6000 from Airoil-Flaregas: Higher temperatures can be achieved by forcing air into the furnace

TIGHTENING environmental standards are steadily increasing costs of such notoriously "dirty" installations as power stations, chemical works and refineries.

But the trend is good news to the companies with the technology to meet these ever rising standards. In coal-fired power stations, changing the arrangement of burners in furnaces alters the nature of the flame, so as to reduce the amount of nitrogen oxide discharged into the atmosphere.

consumption. But Airoil-Flaregas says that an increasing proportion of orders come from customers under pressure to clean up plant emissions.

Refineries and petrochemical plants traditionally used natural draught but in recent years they have moved to forced draught firing to obtain higher efficiency and reduce the size of furnaces. The need for these techniques has become all the greater to cut emission levels, which are largely determined by the quality of furnace flames.

In Britain, the techniques were developed by Commander Reginald Cooper, a former Royal Navy engineer responsible for developing modern oil burners on steam-powered warships. On retirement, he developed burners for other vessels and—when the oil price collapsed—for oil-fired power stations and utility boilers.

NOTICE OF REDEMPTION To the Holders of ENTE NAZIONALE IDROCARBURI E. N. I. (National Hydrocarbons Authority) 6% Sinking Fund Debentures due November 1, 1988

FTI FINANCIAL TIMES CONFERENCE INTERNATIONAL COLLABORATION IN AEROSPACE Problems, Progress & Prospects Paris 9 & 10 June, 1987

MINISTRY OF TRADE NATIONAL OFFICE FOR FAIRS AND EXHIBITIONS 23rd Algiers International Fair from 17th to 28th June 1987 INTERNATIONAL SUB-CONTRACTING AND THE DEVELOPMENT OF NEW TECHNOLOGIES

THE FIFTH FT MANUFACTURING FORUM LONDON, 6 & 7 May, 1987

INTERNATIONAL COLLABORATION IN AEROSPACE For information please return this advertisement, together with your business card, to: Financial Times Conference Organisation

Vertical text on the left margin: ANCE, bank chief, merge, ors dea, Hily

Business Services

Buying or selling a business? We'll cover your risk. Warrantly & Indemnity Insurance. DIRECTORS & OFFICERS LIMITED.

CAPITAL CONSULTANTS ADVISORS TO THE BUSINESSMAN. COMMERCIAL AND CORPORATE FUNDING OF ALL TYPES. UK Property Development/Construction.

BUSINESS FINANCE. PROPERTY OR BUSINESS PURCHASE. COMMERCIAL MORTGAGES. BUSINESS EXPANSION.

The Company Specialists. INTERNATIONAL CORPORATE SERVICES. I.C.S.

AVOID BAD DEBTS with a Tailspin report. DIRECT MAIL LISTS & SERVICES.

UK and International Isle of Man & Non-Resident. I.C.S.

Office Equipment. EXECUTIVE ITALIAN OFFICE FURNITURE. Collection of high quality executive and operational ranges.

Plant and Machinery. POWER PRESSES FOR SALE. Fully reconditioned, retrofitted mechanical and hydraulic power presses.

Businesses for Sale. SMALL OUTDOOR ADVERTISING BUSINESS WITH MUCH POTENTIAL.

SECURITY PRINTERS SPECIALIST. EAST ANGLIA (Sole Proprietor). Turnover £250,000.

Management Courses. STRESS MANAGEMENT COURSE. 2-day workshop. Theory and practice.

SPECIALIST HEALTH JOURNAL FOR SALE. Of particular interest to publishers, advertising sales companies.

LEGAL TYPING SERVICE BUSINESS FOR SALE. Thriving business. Permanent clients. Office premises available.

lakey & Co COMPANY SALES. The only national agents for manufacturing, service and distribution businesses.

FINANCIAL TIMES SURVEY PROPERTY ALONG THE M4. Publication date: Friday April 24 1987. Copy dates: Tuesday April 14 1987.

General Appointments. A FINANCIAL TIMES SURVEY PACKAGING. This survey is due to be published on May 8 1987.

INVESTMENT BANKER. Required for leading international investment group to participate primarily in the development of the Company's Spanish marketing effort.

Company Notices

CLYDE PEROLEUM plc. NOTICE is hereby given that a Petition has been presented to the Court of Session by CLYDE PEROLEUM plc (The Company) a Company incorporated under the Companies Act 1948 to 1985.

PUTNAM EMERGING HEALTH SCIENCES TRUST S.A. Société Anonyme d'Investissement Luxembourg, 43, boulevard Royal R.C. Luxembourg B 20.958

Notice of Meeting. Messrs. Shareholders are hereby convened to attend the Annual General Meeting which will be held on April 23 1987 at 3.00pm.

PARINTER BOND FUND SA. 10a Boulevard Royal Luxembourg. NOTICE TO SHAREHOLDERS.

NOTICE TO HOLDERS OF BET PUBLIC LIMITED COMPANY. 6 1/2% Convertible Bonds due 2001.

NOTICE TO HOLDERS OF BET PUBLIC LIMITED COMPANY. Dated April 1 1987.

TORONTO GREY AND BRUCE CANADIAN PACIFIC LIMITED (Incorporated in Canada). Copies of the Balance Sheet of the company as at December 31 1986.

Clubs. EYE has published the values for a selection of clubs.

Art Galleries. MARTIN GREGORY. "Tribute and Tribute" An exhibition of British portraits.

When his ship was torpedoed... so was his future peace of mind. Leading Seaman R. H. ... served right through the war. He was torpedoed in the Atlantic and suffered from exposure.

EX-SERVICES MENTAL WELFARE SOCIETY. Broadway House, The Broadway, Wimbledon SW19 7TL. Tel: 01-848 6333.

WE THE LIMBLESS. LOOK TO YOU FOR HELP. We come from both world wars. We come from Korea, Korea, Malaya, Aden, Cyprus, Usher and from the Falklands.

INVESTING FOR BEGINNERS. By Daniel O'Shea. This book is based on a complete series of articles published in the Investors Chronicle.

Order Form. Please send me... copy/copies of INVESTING FOR BEGINNERS (250). Price per copy: £9.50 UK or £12.00 overseas.

FT LAW REPORTS

US restraint does not stop injunction

FELIXSTOWE DOCK & RAILWAY CO v UNITED STATES LINES INC. FREIGHTLINERS LTD v UNITED STATES LINES INC. Queen's Bench Division (Commercial Court): Mr Justice Hirst: March 12 1987.

A US court order restraining litigation by creditors of a US company pending its reorganisation does not prevent the English court from freezing the company's UK assets.

Mr Justice Hirst so held when refusing applications by United States Lines Inc (USL) to discharge injunctions freezing its UK assets.

HIS LORDSHIP said that USL carried on worldwide shipping business. It was incorporated in the US. In 1984 it encountered financial difficulties.

On commencement of a bankruptcy or reorganisation all creditors were restrained from commencing judicial action to enforce their claims.

On November 24 1986 Judge Howard C. Buschman made a restraining order that "all persons... including those outside the US... are hereby restrained... from commencing... judicial action... against... the debtors... (5) any act to exercise control over property of the debtors... within or outside the US...".

The Chapter 11 petition showed US assets totalling \$1.25bn and liabilities totalling \$1.7bn. Liabilities in England amounted to £2.4m and assets to £720,000. Under the reorganisation USL intended to down the English and European operations and to concentrate its activities in North America.

FDR was a statutory body responsible for the dock and railway at Felixstowe. It claimed £387,922 against USL for unpaid charges. USL was a container company based in London. It claimed £286,717 in unpaid charges. ECT was registered in the Netherlands and provided stevedoring facilities. It claimed £1.6m in English proceedings.

After the Chapter 11 restraining order was made the plaintiffs obtained Mareva injunctions in the UK restraining USL from removing its assets from the jurisdiction. In the present proceedings USL was ordered to pay the plaintiffs' costs.

USL also argued that by virtue of the restraining order it had ceased to be beneficial owner of its property and the property was no longer amenable to the Mareva jurisdiction. The theory that Chapter 11 proceedings divested a company of beneficial ownership so that it became a "new entity" was rejected by the US Supreme Court in Bhdisco (1984) 465 US 513.

USL remained in beneficial ownership of its assets and the jurisdiction point failed. The case turned on the question of comity and discretion. In exercising its discretion to grant a Mareva injunction it was incumbent on the court to take into account all the relevant circumstances. The US Chapter 11 procedure was a very important but not an overriding consideration. The court must weigh up the parties' competing assertions as to the prejudice that would follow from continuance or discharge of the injunctions.

For FDR: David Steel QC and Charles Haddon-Cave (Simon K. Osborne). For ECT: Jonathan Harvie (Norton Rose Botterell & Roche). For USL: Geoffrey Brice QC and Nigel Mason (Hill Dickinson & Co). By Rachel Davies Barrister.

THE ARTS

London Galleries/William Packer

Mysterious happenings in the acid bath

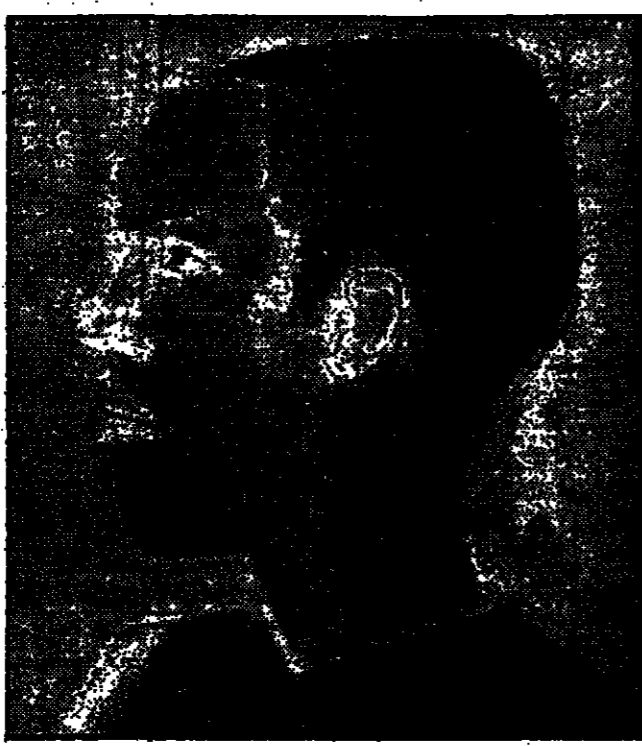
With all the fun and fuss that attaches to such...

There is, as always, much to be seen that is intriguing...

Christopher Mendez at 55 Jermyn St SW1...

Freeth admits that he stumbled upon the technique by chance...

Such technicalities, given so clearly and with such disarming simplicity...



"Portrait of Bruce Marcus" by Craigie Aitchison

advice of any great cook or gardener, to add just a pinch of salt or make a small hole...

of all are the faint, allusive cityscapes that might yet be crumbling...

The new and welcome Albaric Gallery, in Albemarle Street W1...

It is also that rare creature in our time, a painter formed by the influences and formal anxieties...

He is a miniaturist of sorts, his work a delicate and peculiar intensity. And it is very moving...

work that seems oddly to lose none of its religious or devotional qualities when it moves away from religious imagery...

Finally, bare mention of the Serpentine, though its three current offerings deserve rather more...

The other two shows were not yet hung when I visited the gallery, but both may be safely recommended...

Swan Lake/Covent Garden

Clement Crisp

The early shoots of an interpretation are touching, tender in their theatrical innocence...

What we learned about Delirio Eydien on Thursday night, when she took the stage in Swan Lake...

And there is On the Plate, organised by South East Arts with the help of Royal Doulton to raise money for War On Want...

and everywhere secure in physical expression. The double role is hers by right.

As her Prince, Miss Eydien had the inestimable advantage of Derek Deane's Siegfried. Mr Deane is the Royal Ballet's noblest danseur...

On Saturday afternoon we had the unexpected debut of Maria Almeida, replacing an indisposed Ravuram Tucker...

tive head-dress, for the present white wig and crown are wholly unsuited to her looks and physique...

For admirers of the small role of Coppelia's and Vasilisa, I recommend Rosalyn Whitten's account of one of the Princesses in Act 3...



Judy McIntosh and Julian Glover

King John's Jewel/Birmingham Rep

Michael Coveney

"King John was not a good man," he had his little ways. And sometimes no one spoke to him for days and days and days...

But even she must concede the ultimate laurel to Sawallisch. His mature placing of accents, his unerring ability to ignite the energy and momentum of the score at the right moment...

The year is 1212 (three years before Rome and the Vatican plans to establish a European community of religion and law...

When Mr Pownall disappoints as a dramatist, he has usually juggled some interesting themes, even if the stage is invariably littered with dropped skittles at the end...

Andrew Clark

Munich's new Ring lacks intellectual spine

A post-modern Ring, a science fiction Ring, a Ring in which Loge sets the action rolling on an old 78 gramophone...

Munich has been hungry for the return of the tetralogy since the final performance of the wise but dated Remmert production four years ago...

The fault lies not in Sawallisch's decision, Bayreuth-style, to mount all four evenings in quick succession...

The pressures facing a Ring producer in Munich may be different from those in California...

There was much talk beforehand of an attempt to view the tetralogy "through the ages"...

Die Walküre alone unfolded on a scale equal to the power of the music and drama. In Siegfunde's nifty transformation from Victorian repression to hysteria...

Wotan's San Francisco Ring in these columns two years ago, Andrew Porter described the Ring around today, because of the Friedrich and Schinkel-inspired sets of John Cowlin...

Ekkehard Wlaschika's Alberich was scarcely less impressive, a heldentenor rich in vocal timbre, versatile in his histrionic skills...

Wagner's penchant for lavishing fresh design concepts on virtually every scene indicates an original talent that needs to be kept to book, artistically and financially...

In his assessment of Lehnhoff's San Francisco Ring in these columns two years ago, Andrew Porter described the Ring around today...

Arts Guide

Opera and Ballet

LONDON

Royal Opera, Covent Garden: The King Goes Forth to France, the third opera of Finland's leading composer, Aulis Sallinen...

WEST GERMANY

Berlin, Deutsche Oper: The week features Das Rheingold and Die Walküre, both produced by Götz Friedrich...

ITALY

Rome, Teatro dell'Opera: A revival of Verdi's 1865 production of Don Carlo with the original sets and costumes...

NETHERLANDS

Amsterdam, Muziektheater: The Netherlands Opera production of Rossini's Doctor Faust directed by Frans Marjssen...

NEW YORK

Metropolitan Opera (Opera House): The week features the final two performances of the season of Turandot...

CHICAGO

Lyric Opera of Chicago: Ariadne auf Naxos and Der Freischütz are being performed in the Lyric Opera House...

TOKYO

La Tragedia del Carmen: Peter Brook's renowned original production. The Peter Brook Company directed by Brook has been chosen to open Tokyo's newest theatre...

PARIS

Opéra de Paris: Marcel Landowski's Montseigneur opera, produced for the first time in 1981...

FRANKFURT

Oper Frankfurt: Das Rheingold, produced by Ruth Beeghans...

VIENNA

Opernhaus: Die Barbiere di Siviglia conducted by Claudio Abbado...

Arts Guide April 3-9

Christian Zacharias/Wigmore Hall

Dominic Gill

Almost every performer (even such a seasoned artist as Cherkassky) takes a little while to warm to the serious things in hand...

By the time he had reached the slow movement the mood was more secure, and expressive edges were sharpened: the undante melody flowed beautifully, and with eloquent cantabile...

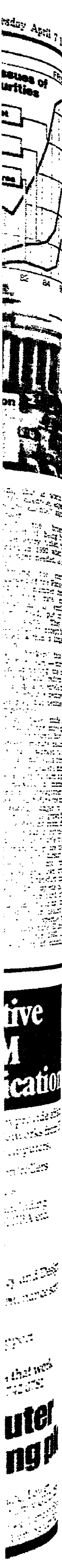
Zacharias's pianistic manner, serious, unflamboyant, scrupulously attentive to the composer's text, although not without many quick, imaginative departures from it...

zman; the refreshing and very un-Horowitzian lack of sentimental post-making in his Bittendorfs Kind (although no pianist anywhere has ever made the same notes sound so beautiful as Horowitz makes them sound)...

The high bogies of Gramophone had not cared overmuch for Zacharias's Mozart: but the finale of his short recital, Mozart's A major sonata K331, had real quality...

Orton diaries at King's Head

Diary of a Somebody, adapted by John Lahr from Joe Orton's Diaries into a full length play, will open at the King's Head on April 15...



Afghanistan after the Russians

Jostling to fill a power vacuum

By Edward Mortimer



pled beforehand, can keep the Soviet troops at bay for up to a year without further outside help. Consequently, it is believed by some who know the Pakistani regime well, that as soon as the Soviet demand comes down below 12 months Pakistan will accept.

Some indeed believe that Pakistan would have gone even further to meet Soviet demands were it not for pressure from the United States. As long as the American remains in power, Pakistan is unlikely to be seduced by Soviet offers to make up any loss of American aid and to act as broker for a non-aggression pact with India. So it has to keep in with the Americans, who certainly feel no inclination to concede anything that could be construed as a Soviet victory.

Thus the US implicitly accepts the Pakistani view that the mujahidin could make it on their own without outside help. The Soviet withdrawal was "fast," but with the added rider that it should be "front ended," in the sense that the greater part of the withdrawal should occur in the early stages.

Two things, closely related to each other, are striking by their absence in these negotiations: the mujahidin themselves, and the composition of the government which the Russians would leave behind. The mujahidin, while careful not to criticise their Pakistani hosts, are equally careful to emphasise that only direct talks between themselves and the Soviet invaders can resolve the conflict.

look for some success in the process of national reconciliation" before agreeing to a shorter withdrawal timetable. Meanwhile, the Oxford symposium — organised by the Refugee Studies Programme at Queen Elizabeth House — revealed that the mujahidin are in some danger of taking their victory for granted and embarking straight away on the struggle for power in postwar Afghanistan.

The representative of Hizb-i-Islami seemed with extreme sensitivity to suggestions that the exiled king, Zahir Shah, still resident in Rome, might emerge as an easy winner if free elections were held in the refugee camps. Elections should be held, he said, but only on the basis of parties, not individuals, and with proportional representation.

The Demjanjuk Case



The accused signals confidence in the outcome of his trial

A trial to stir the memory

By Andrew Whitley in Jerusalem

A FEW YEARS AGO, the Israeli Philharmonic Orchestra under Zubin Mehta had just completed a typically successful concert. As the applause died down, Mehta turned to his devoted audience and proposed an unscheduled addition to the programme.

As an encore, he suggested playing a short piece of Wagner. But, taking into account the Israeli public's well-known sensibilities on the subject of Hitler's favourite composer, those who wished to leave were invited to do so. The uproar was so strong that the distinguished conductor was forced to abandon the podium.

More than 40 years after the end of the Second World War, feelings within Israel towards Germany and German culture remain as strongly as they were in the days of the Wagner and Richard Strauss, another composer identified with the Nazi era, cannot be played in public.

of Israel today. But, as David Krivicki reminded his readers last month in *The Jerusalem Post*: "The woes of the Jews under Hitler, however dreadful they seem to us, are not the world's most overwhelming preoccupation."

It is against this background that the trial of Mr Demjanjuk, a 66-year-old retired car industry worker from Cleveland, Ohio, who claims he is a victim of mistaken identity, is to be held. The trial is a reminder for Israelis of the need for a state of Israel. They would like also the attendant publicity to jog the fading memories of the rest of the world.

Now in its ninth week, the proceedings unfolding in Jerusalem's largest concert hall have gripped the public's imagination to an extent which has surprised the authorities who decided to stage it.

For the Israeli public at large, the guilt or innocence of Mr Demjanjuk, is not in question, although the trial looks like continuing for many months to come. For them, it is the significance of the trial as a temporary lesson about the need for constant vigilance and deterrence to be drawn from the re-enactment of the past.

It would take a psychologist of mass behaviour to explain the Jewish one rather than the other foreign journalist to probe accurately into the Israeli subconscious about the Holocaust. But it can be said without fear of contradiction that the subject remains a deep collective wound.

The Nazis' "final solution" resulted in the deaths of an estimated 6m Jews almost double the Jewish population

of Israel today. But, as David Krivicki reminded his readers last month in *The Jerusalem Post*: "The woes of the Jews under Hitler, however dreadful they seem to us, are not the world's most overwhelming preoccupation."

The financing of Eurotunnel

From Mr P. H. Walton. Sir, The Eurotunnel public city machine will be cranked into action for the forthcoming fund raising. The consortium faces an uphill battle, for the string of management changes on the British side since the autumn reinforced the initial scepticism of many institutions. But perhaps when targeting potential investors, less emphasis should be placed on institutions and more on the private investor.

I therefore suggest the Government should recognise that Eurotunnel is a unique venture capital project and that the shares bought by private investors in the sell-off be granted special status equivalent to that of personal equity plans. All income and capital gain accrued to private investors would be tax free, but following first disposal the special status of the shares would cease.

Policy for exchange rates From Mr W. Gray. Sir, — You were right to demand (April 3) that frank-

Letters to the Editor

Trade balances and Japan

From Mr M. Pemberton. Sir, It was interesting to read Mr Samuel Brittan's *Economic Viewpoint* article on Thursday, April 2. As current chairman of the Society of Motor Manufacturers and Traders Export Trade Committee, whose members exported no less than £5.25bn in 1986, we are aware of the effects of FOB-v-cif measurement, as applied to the automotive industry. It calculated that circa 15 per cent of the CIF value of imports is attributable to the insurance and freight element.

Where Japan is concerned, the UK does have a significant trade imbalance of £1.165bn and it should be rightly concerned. But it is small in relation to the EEC — where the deficit is four times that with Japan. This

Employee share schemes which I carried out on behalf of the Wider Share Ownership Council in 1986. As they stated, I found in that survey that, out of a sample of companies with profit-sharing share schemes which gave a cash alternative, less than 20 per cent of eligible employees chose shares in over 60 per cent of the companies. I repeated the survey in 1986 with similar findings.

the appropriation date—even though the participants had been free to sell their shares (with an income tax liability) for a full year.

The realities of education

From Prof Robert Harkness. Sir, — In your editorial today about higher education you state wisely with regard to a move away from a collection of producers co-operatives that are managed to too great an extent for the benefit of the teachers and professors.

What do we really need? Surely, as we have in the past, to support a group of intelligent and responsible people personally concerned with the development of new knowledge, and to let them get on with what they think is important, and to be the sort of people who can cope with new circumstances when they arise.

In two companies which gave no cash alternative in the first years of the scheme, over 60 per cent of eligible employees chose shares in later years, even after a cash alternative was introduced.

ADVERTISMENT PLESSEY HOTLINE PLESSEY

SYSTEM X BREAKTHROUGH WITH SOUTH AMERICAN CONTRACT

Plessey has won the first major export contract for System X in the face of international competition. A multi-million pound order by the National Telecommunications Authority of Colombia for a total of 13 telephone exchanges includes 68,000 lines of System X equipment.



COMPETITIVE TRIUMPH

Plessey has succeeded in competing against Ericsson of Sweden, NEC and Fujitsu of Japan and Italtel of Italy, in open international tender. The Colombian order is regarded as a triumph for System X and a breakthrough in the South American market.

Copenhagen makes payphones pay

The Copenhagen Telephone Company (Ktas) has adopted a unique method of marketing cards for their new Plessey payphones. Nine different cards are printed with brightly coloured patterns to form a jigsaw puzzle mosaic for children to collect.

TRAFFIC CONTROL WIN IN HONG KONG

Plessey will design, supply, install and commission road traffic control intersection equipment for phase one of the Hong Kong Light Rail Transit System to operate between Tsun Man and Yuen Long.

Copenhagen makes payphones pay

PLESSEY The height of high technology

DAIWA BANK a fully integrated banking service. Head Office: Osaka, Japan. London Branch: Tel: (01) 623-6200.

electronic wire and cable. ANDER. Telephone: 01-553 1891. Telex: 27303.

Tom Burns charts the growing division between political parties and trade unions

Stormy start to Spanish holiday

THE ODDS are against Spaniards being able to get away for their Semana Santa - holy week - holidays this week. A planned petrol station strike will be the final turn of the screw for would-be travellers who, because of existing disputes, had already given up hope of reaching their destinations by train or by air.

Tension yesterday focused on the town of Reinos in northern Spain, which has seen bitter street fighting in protest against layoffs at a local state-owned steel plant.



Spanish miners on the march recently

Discomforts are by no means new. Since the beginning of the year hardly a day has passed without big city traffic jams caused by demonstrating students, or doctors and health service employees, or industrial workers, or farmers. The latter have even taken to bringing their tractors into town.

But curiously, despite considerable awareness of the strikes, there has been little public debate about the root causes and the implications of this unprecedented wave of labour unrest.

The Communist Party discovered this late last month when its trade union arm, Comisiones Obreras, voted against a general strike on April 31 and endorsed instead a mobilisation week which started yesterday.

re-elected for a second term in last June's general election. As the strikes have gathered pace it has become increasingly apparent that relations between the party and the union have hopelessly broken down and that the past conviviality may never be restored.

Comisiones Obreras has never held any illusions about Mr Gonzalez' commitment to building socialism. The union did, however, believe until recently that Communist Party tutelage would help to bend the Government's policies towards the left.

The evidently rocky marriage just about held together in last year's general elections as Mr Gonzalez gave an upbeat message, saying that the worst of austerity was behind the country and that growth was expected.

Last autumn UGT was suddenly confronted by two unpleasant realities. Ward went out that public sector wage rises would have a ceiling of 5 per cent (inflation last year was 8 per cent and is currently 6 per cent).

Spanish Socialist radicals and moderates have been at loggerheads in the past but never before has there been a strict demarcation line that pitches the party against the union. The present confrontation is a wholly new experience that is potentially extremely damaging for Mr Gonzalez' Government.

UK likely to pull out of NH 90 helicopter project

By David Suchan in London

BRITAIN is likely to pull out of one of the three European military helicopter projects in which it is involved, as a result of a government review of requirements which has been accelerated to meet the pressing industrial needs of Westland, the UK's only helicopter manufacturer.

UK Defence Ministry officials said yesterday that the larger, 13-tonne EH 101 helicopter, which Britain is developing jointly with Italy for service in the early 1990s, were now considered better suited to UK troop-carrying and anti-submarine warfare requirements than the smaller, 8-9 tonne NH 90 helicopter being developed with four other European nations for the mid-1990s.

Thus, the UK is expected shortly to withdraw from the NH 90 (which stands for Nato Helicopter for the 1990s) project, leaving France, West Germany, Italy and the Netherlands in it. "It is unlikely we can take part, because we probably do not have a large enough requirement early enough - we would only need a few around the turn of the century," said one official.

The UK Government has promised to let Westland know by the end of this week the results of its recent helicopter review, and therefore what Government orders the company can expect over the next few years. At present Westland has no other helicopter production orders for the 1988-90 period.

But a few more Defence Ministry orders for helicopters like the Lynx and Sea King, which Westland is currently producing, could be paid for out of savings from withdrawal from the NH 90 programme. The UK has spent very little so far on NH 90, which has only finished the feasibility study stage, but the UK share of full development could be between £50m and £100m (\$80m-\$160m).

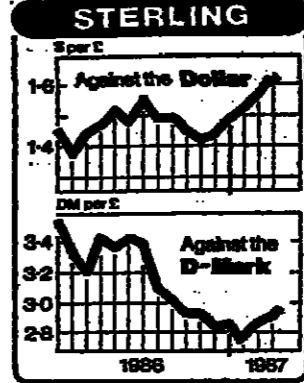
However, the main reason for dropping out of the NH 90 project would be to sort out a middle ground in 1987, when Mr Michael Heseltine, the former Defence Secretary who was a keen proponent of European collaboration, committed Britain to NH 90, at the very time that British Army chiefs were coming around to the view that they needed a larger troop transport.

The Royal Navy, for its part, has long been convinced it needed the bigger anti-submarine warfare helicopter represented by the EH 101, with the range and torpedo-carrying load to detect and attack modern Soviet submarines. Britain, by contrast, remains committed to the light attack helicopter which it has agreed to develop with the Netherlands, Spain and Italy as a refinement of the latter's A-129 Mangusta, made by Agusta and known as the Tonal (after an Asteck god).

THE LEX COLUMN

Big Oil, big stakes

Sterling's jump for joy yesterday after a couple of opinion polls favourable to the Tory Government hardly provides the sort of reliable basis necessary to persuade the authorities that another base rate cut is due. But this week's meetings of finance ministers might decide that defending the dollar requires further interest rate cuts elsewhere, and that is a rather more compelling argument.



US oil. Paker is a great American game. The poker game between British Petroleum and Standard Oil has now seen the first raise, with Standard's advisers First Boston claiming that BP's tender offer is over 20 per cent too low.

But the decision to beef up the equity marketing team (with S.G. Warburg) is welcome. Appearing unanimously to high-flying investors and seekers after income stream requires more emphasis on the potential capital gains over seven to 10 years and less on internal rates of return over 55 years.

When Warburg Securities stands in the market offering to buy Standard Chartered shares for Robert Holmes & Court's Bell Group there is not much chance of the market figuring out why. But few investors were ready to snap up the price being offered yesterday of 85p, only 22 1/2p dividend, which was barely above the market price, without at least an attempt to second guess Holmes & Court's motives.

Following the distracting game of musical chairs at the top of Eurotunnel it is no doubt sensible that Alastair Morton's first important

feeling is that the Bell Group is in fact a seller of Standard, which would superficially argue for accepting the offer. But the market which is in any case nervous about taking money from raiders, clamor or otherwise believes that Bell is merely building a package of shares more readily disposable to a bidder, and so it is less surprising that the offer was not filled.

It all serves to illustrate that Standard's share price has so little to do with the value of the underlying business, and so much with speculation, that there can be few independent long-term shareholders left. That is despite the apparent lack of a queue of bidders from the thin ranks of those who would be acceptable to the Bank of England. Lloyds Bank seems unwilling to renew its bid unless it is convinced of the agreement at least of the white squares, if not the Standard board too.

But the decision to beef up the equity marketing team (with S.G. Warburg) is welcome. Appearing unanimously to high-flying investors and seekers after income stream requires more emphasis on the potential capital gains over seven to 10 years and less on internal rates of return over 55 years.

When Warburg Securities stands in the market offering to buy Standard Chartered shares for Robert Holmes & Court's Bell Group there is not much chance of the market figuring out why. But few investors were ready to snap up the price being offered yesterday of 85p, only 22 1/2p dividend, which was barely above the market price, without at least an attempt to second guess Holmes & Court's motives.

Following the distracting game of musical chairs at the top of Eurotunnel it is no doubt sensible that Alastair Morton's first important

London plans to relay world share prices

BY DAVID THOMAS IN LONDON

THE London Stock Exchange is planning to launch a radically improved version of its Topic computerised share price information service based on a novel use of satellite technology.

work's leading centre for the fast-growing market in internationally traded shares. The new service is also designed to deal with capacity problems which are at present straining the exchange's ability to meet the growth in demand for Topic.

Most observers believe that British Telecom and Mercury Communications, the two telecommunications network operators in the UK, have a duopoly of satellite communications in Britain, although the law is not entirely clear.

US cuts back on Third World imports with duty-free status

BY OUR FOREIGN STAFF

THE US has dropped \$4.7m worth of products from the list of developing countries imports it grants duty-free treatment under a set of more rigid rules announced in January for the generalised system of preferences (GSP).

Trade and Tariffs (GATT) preference schemes cannot require reciprocity. The US Congress, however, has given the White House wide discretion to "graduate" products from the list and has laid down factors to be considered. These include the country's level of development, its recognition of intellectual property rights and its trade practices, including the rights it grants to workers.

Mr Clayton Yeutter, the US Trade representative said the changes to the list "reflect the responsiveness of the GSP programme to a changing world trading environment."

UK-French missile plan urged

Continued from Page 1

The report says that the previous administration had allowed a FF17bn (\$2.8bn) backlog to build up in defence spending over the three years 1984-86 - notwithstanding the Government's claims that the defence budget was on schedule.

World Weather table with columns for location, temperature, and other weather-related data.

Eurotunnel share issue delayed

Continued from Page 1

Mr Alastair Morton, British co-chairman of Eurotunnel, said yesterday that it was essential for agreement to be reached with BR and SNCF by end of this month to give the banks time to complete the signing of the loan agreement with Eurotunnel in June.

planned £200m international share placing. Eurotunnel struggled to achieve its £200m target when the issue eventually took place in October. Since then there has been a series of British boardroom departures, ending six weeks ago when Mr Morton replaced Lord Pencock as Eurotunnel's British co-chairman.

LOTUS-QUICKEST OFF THE MARQUE. Large advertisement for Lotus cars featuring the text and a picture of a Lotus Esprit Turbo.

LOTUS RACE BRED FOR THE ROAD. Advertisement for Lotus cars featuring technical specifications and a picture of a Lotus Esprit Turbo.

RTS GROUP... TRACTOR-TRAILER... SERVING SHIPS PORTS INDUSTRY

King & Co... Chartered Surveyors Property Consultants... 01-493 4933

BP's \$7.4bn offer for Standard Oil 'inadequate'

BY WILLIAM HALL IN NEW YORK

BRITISH PETROLEUM'S \$7.4bn cash tender offer for the minority of the shares of Standard Oil, its US affiliate, is "inadequate" according to First Boston, the New York investment bank advising Standard Oil's independent directors.

statement saying that it had no intention of increasing the price or making any changes in the terms of its tender offer which expires on April 22.

While BP was quick to note yesterday that the independent directors had not yet taken an opinion on the adequacy of its offer, the First Boston opinion indicates that BP may face a long hard struggle in its battle to buy out the minority of the shares in Standard Oil.

Chase to downgrade loans to Brazil

By Our Financial Staff

CHASE MANHATTAN, the US bank which has the largest exposure to Brazil, yesterday moved to downgrade the status of its loans to borrowers there.

Anders Wall reshuffles empire

BY SARA WEBB IN STOCKHOLM

MR ANDERS WALL, the Swedish financier who controls the investment companies Investment AB Bejer and Investment AG Argentus, yesterday announced plans to shake up his business empire by merging the two in a deal worth SKr 1.2bn (\$565m).

Mr Wall, who currently owns 40 per cent of Argentus and 4 per cent of Bejer, plans to take over as managing director and group chief executive. One analyst described the announcement as "a power-motivated sorting out of the Wall empire."

Argentus plans to follow this with a share offer later in the year with Bejer and Argentus shareholders given preferential rights.

Mr Michael Hasselquist, would take over the existing Bejer and Argentus finance companies and interest in the corporate finance, options and stock broking fields, as well as the companies' share portfolio.

Fermenta revises rescue move

BY KEVIN DONE, NORDIC CORRESPONDENT, IN STOCKHOLM

FERMENTA was yesterday forced to drastically revise the terms of its financial rescue plan, further deepening the crisis surrounding the scandal-beset Swedish antibiotics and chemicals group.

The price of the new shares to be issued as the rescue element in the rescue plan has had to be dropped to only SKr 4 per share compared with an initial price of SKr 20 announced in February.

More than half of this amount has already been paid in as an emergency measure to alleviate the group's most immediate liquidity crisis.

Caesars World outlines defence against takeover

By Anatole Kaletsky in New York

CAESARS WORLD, the Los Angeles-based casino company which is resisting a \$1bn takeover bid from its largest shareholder, Mr Martin Sosnoff, plans to defend itself by raising \$800m in junk bond borrowings and distributing the proceeds to shareholders through a special dividend.

Two leading French merchant banks post sizeable advances

BY GEORGE GRAHAM IN PARIS

FRANCE's two leading merchant banks have unveiled sizeable profits. Compagnie Financiere de Paris, the holding company of the recently privatised Paribas banking group, reported consolidated net profits of FF 3,225m, (\$337m) up 18 per cent from 1985.

The group took advantage of its high gross profits to boost its bad debt provisions substantially to a total of FF 5.2bn, up 36 per cent from 1985.

At the Banque Indosuez parent company alone, provisions were raised to FF 1.14bn from FF 718m in 1985, out of gross profits of FF 1.8bn.

Benetton jumps ahead 17.5%

By Alan Friedman in Milan

BENETTON, the Italian casual clothes producer which last year made its debut on the Milan bourse, achieved a 17.5 per cent rise in 1986 group net profit, to L1,135m (\$88.9m).

GenCorp plans \$1.62bn buyback

BY RODERICK ORAM IN NEW YORK

GENCORP, the Ohio-based industrial conglomerate which used to be known as General Tire and Rubber, has announced a \$1.62bn share buyback and corporate restructuring in an attempt to thwart a takeover bid.

There was no immediate response from the bidders who will not receive preferential treatment in the buyback, GenCorp said.

DiversiTech, which earned \$78m on \$770m, makes primarily plastic products but also produces athletic equipment under the Penn trade name. It is the world's largest tennis ball maker.

Dart withdraws takeover offer

By Roderick Oram in New York

DART GROUP yesterday withdrew its \$1.7bn takeover offer for Supermarkets General, unleashing a further round of acrimonious comments between the two eastern US retail groups.

If you're looking for the best...

With average money market yields of only 5%, today's investors face a real challenge: the search for the best yields, combined with relative safety, liquidity and investment flexibility.

The Quest for The Best could make a real difference to your investment strategy and the future success of your portfolio. For a free copy, please clip the coupon.

look no further.

Bache Securities... To receive a copy of Elkem's 1986 Annual Report, complete this coupon and return it to Elkem s/s Corporate Communications Dept., P.O. Box 5430, N-0304 Oslo 3, Norway.

ELKEM 1986 A COMPANY IN TRANSITION. Elkem is in a period of transition. While continuing to strengthen its core business, the production of metals and alloys, the company is also expanding into new areas of materials technology with high growth potential.

To receive a copy of Elkem's 1986 Annual Report, complete this coupon and return it to Elkem s/s Corporate Communications Dept., P.O. Box 5430, N-0304 Oslo 3, Norway.

REPUBLIC OF COLOMBIA... REPUBLIC OF COLOMBIA... REPUBLIC OF COLOMBIA

INTERNATIONAL COMPANIES and FINANCE

NORWAY'S CAPITAL MARKET'S BANK

Union Bank of Norway acts as manager and underwriter of Eurobonds in Norwegian Kroner as well as in other currencies. We maintain a liquid secondary market in those international bond issues which we have lead-managed. Domestically, we are in the lead as regard Government guaranteed bonds and other Public Sector bonds.

Please contact Per Hagen or Bjarne Anderson in Norway. Tel: (472) 31 90 50. Telex: 19968 ABC SE. Union Bank of Norway is known domestically as ABC bank.

Also with subsidiary in Luxembourg and Representative offices in Copenhagen, Helsinki, London, New York and Stockholm.

A/B/C
Union Bank of Norway

German bank ahead

By Our Financial Staff

BAYERISCHE Hypothek- und Wechsel-Bank reports improved parent bank profits for 1986 and says it plans to raise DM 500m (\$277m) through a rights issue in warrant bonds.

The West German bank set no timetable for the funding move but said it would most probably be in two tranches. It plans to seek maximum flexibility in the type of bond to be issued.

Parent bank net profits rose from DM 184.1m to DM 200.5m for 1986. The dividend is to be maintained at DM 12.50 a share.

Bayerhypo said its parent bank balance sheet stood at DM 81.7m at the end of the year while the group as a whole had increased its balance sheet to DM 120.4m from DM 112.6m at the end of 1985.

Hachette shows advance of 27%

BY PAUL BETTS IN PARIS

HACHETTE, the leading French publishing group, reported yesterday a 27.3 per cent increase in consolidated net earnings excluding minority interests to FFf 215.8m (\$35.9m) last year from FFf 169.5m the year before.

But profits were further boosted last year by special gains largely on the sale of Hachette's interests in the Compagnie Luxembourgeoise de Télédiffusion (CLT). This lifted total profits to FFf 405.5m last year

compared with FFf 163m the year before after special one-time gains or losses.

Hachette sales rose by 28 per cent last year to FFf 14.7bn.

Hachette released its earnings for 1986 two days after failing in its bid to acquire control of TF-1, the leading French state television network to be privatised this month.

Hachette, long seen as the favourite in the battle for control of TF-1, was beaten by a rival bid from

Bouygues, the French construction group.

However, Hachette does not intend to appeal the decision of the French communications commission CNCL to grant control of the television network to Bouygues.

Hachette has long sought to expand its interests in television broadcasting in an effort to become a leading international multi-media group.

Bertelsmann predicts higher earnings

BERTELSMANN, the West German publisher, will overcome the financial effects of last year's US purchases more quickly than expected, the company said yesterday, *Bentley* reports from Gütersloh, West Germany.

Confirming comments made by Mr Mark Woessner, chief executive, at the Hannover Fair, the group said net profits in the year to end June 1987 would be above the DM 190m predicted last November, but below the previous DM 329m.

Group operating profits in 1986-87 of at least DM 560m, compared with DM 610m in 1985-86, would be some DM 25m marks higher than originally predicted.

In September Bertelsmann said it was buying US publishers Doubleday and Co Inc two weeks after it had taken full control of the RCA/Arzola international music company. The two deals involved a total investment of DM 1.6bn.

Mr Woessner said net profit in the first half of 1986-87, which did not include activities of the two US units, fell slightly to DM 260m from a previous DM 266m. Turnover rose to DM 3,990m from DM 3,970m.

Foreign sales fell on currency developments, but domestic sales rose 5.4 per cent. Full-year turnover would rise to around DM 9bn from the previous DM 7.5bn.

Mr Woessner said Bertelsmann expected positive financial contributions from Doubleday and RCA by the 1987-88 financial year, with Doubleday expected to make an operating profit of around DM 30m and RCA DM 100m.

Initial financial problems caused by the takeovers would not affect holders of Profit Participation Certificates (PPCs) who had been promised a 15 per cent payout over the next three years.

Apart from the PPCs, Bertelsmann's capital is privately held.

Wessanen expects profits rise

BY OUR FINANCIAL STAFF

WESSANEN, the Dutch foods group which last month disclosed a 16 per cent increase in earnings for 1986, says profits for the first quarter of this year will continue to expand.

The group, which last December unveiled US takeovers worth \$40m, is planning further acquisitions. It intends to stay active in the US and is seeking new outlets in Brazil and the Far East.

Last year, North America accounted for 34 per cent of group turnover, which dipped modestly to FL 3.7bn (\$1.8bn), mostly as a result of the extreme weakness of the dollar.

In spite of reduced sales, net profits continued to climb last year, moving up to FL 72.7m against the FL 62.3m achieved for 1985. Wessanen says profits growth would have

been around 30 per cent but for the weakness of the dollar.

Wessanen looks forward to US sales this year of around \$700m, including around \$120m from Balanced Foods and Green's Dairy, the two North American companies acquired at the close of last year.

Trading last year saw all divisions contribute higher returns.

NEW ISSUE

These Notes having been sold, this announcement appears as a matter of record only.

APRIL, 1987

¥ 10,000,000,000



ASLK—CGER Finance N.V.

5½ per cent. Variable Redemption Amount Notes due 1995

Unconditionally and irrevocably guaranteed by

**Algemene Spaar- en Lijfrentekas/
Caisse Generale d'Epargne et de Retraite**

Issue Price 101½ per cent.

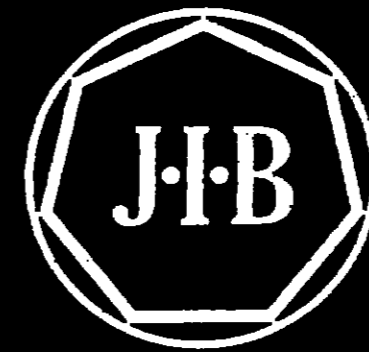
IBJ International Limited

ASLK - CGER Bank

Daiwa Bank (Capital Management) Limited

New Japan Securities Europe Limited

Shearson Lehman Brothers International



Extract from Accounts at 31st December, 1986

	1986 £000	1985 £000
Issued Capital and Capital Reserve	17,857	16,234
Retained Profits	14,031	13,399
Subordinated Loans	14,905	15,248
Deposits	474,060	475,125
Loans	271,229	297,216
Total Assets	526,582	527,399
Profits before Taxation	3,670	4,210

Japan International Bank Limited

Shareholders

The Fuji Bank The Mitsubishi Bank
The Sumitomo Bank The Tokai Bank
Daiwa Securities The Nikko Securities
Yamaichi Securities

107 Cheapside, London EC2V 6BR.

This announcement appears as a matter of record only.

Dunhill Holdings PLC

US\$50,000,000

Eurocommercial Paper
and
Sterling Commercial Paper Programme

Dealer

Chemical Bank International Limited

**CHEMICAL INVESTMENT
BANK BANKING**

US\$75,000,000

Vizcaya International N.V.

Guaranteed Floating Rate Notes Due 1996

Unconditionally guaranteed by

Banco de Vizcaya, S.A.

(The "Notes")

NOTICE IS HEREBY GIVEN that in accordance with Paragraph 7(b) of the Terms and Conditions of the Notes, Vizcaya International N.V. has elected to redeem all the Notes on 7th May, 1987 (the "Redemption Date") at 100% of their principal amount. Interest will cease to accrue on the Redemption Date.

Payment of the Redemption proceeds will be made against presentation and surrender of the Notes cum Coupon No. 7, and subsequent attached, at any of the following Paying Agents.

PAYING AGENTS

Orion Royal Bank Limited,
4 London Wall,
London EC2Y 5JX.

The Royal Bank of Canada
(Belgium) S.A.
rue de Ligne 1,
B-1000 Brussels.

The Royal Bank of Canada AG
Bockenheimer Landstrasse 61,
6000 Frankfurt/Main 1.

Kreditbank S.A.
Luxembourgeoise
43 Boulevard Royal,
2955 Luxembourg.

The Royal Bank of Canada
S.A.
3 rue Scribe,
75440 Paris.

Banco de Vizcaya, S.A.
P.O. De Castellana 110,
28046 Madrid.

Swiss Bank Corporation
Aeschervorstadt 1,
CH-4002 Basle.

Royal Bank & Trust Company
68 William Street,
New York N.Y. 10005.
(as to principal only)

Coupons which mature on and prior to the Redemption Date should be detached and presented for payment in the normal fashion.

DATED: LONDON, 7th April, 1987
For and on behalf of
Vizcaya International N.V.


By:

Fiscal and Principal Paying Agent



ORION ROYAL BANK LIMITED
A member of The Royal Bank of Canada Group

This announcement appears as a matter of record only



ROYAL LONDON INSURANCE
The Royal London Mutual Insurance Society Limited

£100,000,000
Revolving Underwriting Facility

Arranged by
Morgan Grenfell & Co. Limited

Standby Banks


Australia and New Zealand Banking Group Limited	Banque Indosuez London Branch
Credit Lyonnais, London Branch	Credit Suisse
Den Danske Bank of 1871 Aktieselskab	Deutsche Bank Aktiengesellschaft London Branch
The Fuji Bank, Limited	Midland Bank plc
Morgan Grenfell & Co. Limited	National Westminster Bank PLC
The Sanwa Bank, Limited	The Sumitomo Bank, Limited
The Tokai Bank, Limited	

Additional Tender Panel Members

Algemene Bank Nederland NV	Allied Irish Banks PLC
Banque Paribas (London)	Girobank plc
NM Rothschild & Sons Limited	

Agent
Morgan Grenfell & Co. Limited

This announcement appears as a matter of record only



The Dee Corporation PLC

£400,000,000
Multiple Option Facility

with

£250,000,000
Committed Standby

and

US \$50,000,000
Swingline Facility

Arranged by
Morgan Grenfell & Co. Limited

Standby Banks

National Westminster Bank Group	Amsterdam-Rotterdam Bank N.V.
Barclays Bank PLC	The Sumitomo Bank, Limited
Credit Lyonnais, London Branch	Credit Suisse
Midland Bank plc	Swiss Bank Corporation
The Dai-ichi Kangyo Bank, Limited	The Mitsubishi Bank, Limited
Morgan Grenfell & Co. Limited	The Sanwa Bank, Limited
TSB England & Wales plc	

Facility/Tender Panel Agent
Morgan Grenfell & Co. Limited

Swingline Agent
National Westminster Bank PLC

This announcement appears as a matter of record only

The Directorate of Housing Development and Public Participation Administration—Prime Ministry of the Republic of Turkey

Guaranteed by
The Republic of Turkey

US \$42,000,000
Medium Term
Eurocurrency Loan

To assist in financing a contract to be entered into between
The General Directorate of Highways, Ministry of Public Works of the Republic of Turkey
and a Joint Venture of
Balfour Beatty Construction International Limited—Entes A.S.
for the construction of a highway between Kazanci and Gumusova

Arranged by
Morgan Grenfell & Co. Limited

Lead Manager by
Morgan Grenfell & Co. Limited **Banque S.A.K.** **National Westminster Bank Group**
Westpac Banking Corporation **Bank of America NT & SA**
Banque Paribas (London) **International Commercial Bank PLC**

Agent Bank
Morgan Grenfell & Co. Limited

This announcement appears as a matter of record only

BANK ONE
Banc One Corporation

US \$150,000,000
Note Issuance Facility
with
Committed Standby

Co-arranged by
Morgan Grenfell & Co. Limited

Standby Banks

Credit Suisse First Boston Limited	Banque Nationale de Paris
The Bank of Nova Scotia Group	Barclays Bank PLC
Westpac Banking Corporation	Kreditbank International Group
The Bank of Montreal Limited, Chicago Branch	National Westminster Bank Group
The Citicorp Bank, Limited, Chicago Branch	The Sumitomo Bank, Limited, Chicago Branch
The First National Bank, Limited, Chicago Branch	The Tokyo-Mitsubishi Bank, Limited, New York Branch
Australia and New Zealand Banking Group Limited	Union Bank of Montreal Ltd
Société Générale, New York Branch	Credit Agricole, Chicago Branch
Banco de Bilbao, New York Branch	

Tender Panel Members

Banco de Bilbao S.A.	Bank of America International Limited
Banque Nationale de Paris p.l.c.	Banque Paribas Capital Markets Limited
Barclays Bank PLC	Credit Agricole, London Branch
Chico Investment Bank Limited	County NatWest Capital Markets Limited
Credit Suisse First Boston Limited	Daiwa Bank (Capital Management) Ltd
Kreditbank International Group	Miyoshi Finance International Limited, London
Morgan Grenfell & Co. Limited	Morgan Guaranty Ltd
Sanwa International Limited	Société Générale
Sumitomo Finance International	Union Bank of Montreal Ltd, London Branch

Facility/Tender Panel Agent
Morgan Grenfell & Co. Limited

Dissemination/Printing Agent
Morgan Guaranty Trust Company of New York

Issuing Agent
Credit Suisse First Boston Limited

Swingline Agent
National Westminster Bank PLC

This announcement appears as a matter of record only

Valmont Industries, Inc.

Eleven year amortising interest rate swap

with

US \$23,885,000

Eleven year fixed rate facility in support of a contract with V/O Technashimport, USSR for agricultural equipment

Arranged by
Morgan Grenfell & Co. Limited **Morgan Grenfell Finance Inc.**

This announcement appears as a matter of record only

National Mutual Home Loans Public Limited Company

£60,000,000
Revolving Secured Loan Facility

Arranged by
Morgan Grenfell & Co. Limited

Bank

The Bank of Tokyo, Ltd.	Banque Nationale de Paris London Branch
Banque Paribas (London)	Chemical Bank
Den Danske Bank of 1871 Aktieselskab	The Fuji Bank, Limited
Morgan Grenfell & Co. Limited	National Bank of Detroit
The National Bank of Kuwait S.A.K.	National Westminster Bank PLC
The Sumitomo Bank, Limited	The Taiyo Kobe Bank, Limited

Agent
Morgan Grenfell & Co. Limited

Bringing together
innovation and performance, strength and depth
in Global Banking Markets

**MORGAN
GRENFELL**

Australia and Pacific Region:
Sydney Melbourne Adelaide
Perth Auckland Hong Kong
Tokyo Singapore

UK, Europe and the Americas:
London Edinburgh New York
Paris Milan Geneva
Guernsey Jersey Cayman Islands

Morgan Grenfell & Co. Limited
23 Great Winchester Street, London EC2P 2AX
Tel: 01-588 4545, Tlx: 8953511 MG LDN G

Representative Offices: Athens Bogotà Cairo Caracas Frankfurt Madrid Moscow Nairobi New Delhi Quito Rio de Janeiro Stockholm

All these securities having been sold, this announcement appears as a matter of record only.

NEW ISSUE

March, 1987



NISSAN MOTOR CO., LTD.

(Nissan Jidosha Kabushiki Kaisha)
(Incorporated under the Commercial Code of Japan)

¥35,000,000,000

5 1/8 per cent. Bonds Due 1992

ISSUE PRICE 103 3/4 PER CENT.

The Nikko Securities Co., (Europe) Ltd.
 IBJ International Limited
 Algemene Bank Nederland N.V.
 Banque Nationale de Paris
 County NatWest Capital Markets Limited
 DKB International Limited
 Deutsche Bank Capital Markets Limited
 Manufacturers Hanover Limited
 Samuel Montagu & Co. Limited
 New Japan Securities Europe Limited
 Sumitomo Finance International
 Wako International (Europe) Ltd.
 Yamaichi International (Europe) Limited

Fuji International Finance Limited
 Bank of Tokyo International Limited
 Citicorp Investment Bank Limited
 Credit Suisse First Boston Limited
 Daiwa Europe Limited
 Goldman Sachs International Corp.
 Merrill Lynch Capital Markets
 Morgan Guaranty Pacific Limited
 Société Générale
 Swiss Bank Corporation International Limited
 S. G. Warburg Securities

All these securities having been sold, this announcement appears as a matter of record only.

NEW ISSUE

February, 1987



THE KINGDOM OF DENMARK

¥100,000,000,000

5 1/4 PER CENT. BONDS DUE 1992

ISSUE PRICE: 101 1/4 PER CENT.

The Nikko Securities Co., (Europe) Ltd. Tokai International Limited
 Morgan Stanley International
 Korea Exchange Bank Nomura International Limited
 Prudential-Bache Securities International Smith Barney, Harris Upham & Co. Incorporated
 S. G. Warburg Securities
 Copenhagen Handelsbank A/S Den Danske Bank Privatbanken A/S

All these securities having been sold, this announcement appears as a matter of record only.

NEW ISSUE

March, 1987



Mitsubishi Estate Company, Limited

U.S.\$300,000,000

3 PER CENT. NOTES DUE 1994 WITH WARRANTS TO SUBSCRIBE
FOR SHARES OF COMMON STOCK OF MITSUBISHI ESTATE COMPANY, LIMITED

ISSUE PRICE 100 PER CENT.

The Nikko Securities Co., (Europe) Ltd.
 Mitsubishi Finance International Limited Morgan Guaranty Ltd
 Mitsubishi Trust International Limited Yamaichi International (Europe) Limited
 Algemene Bank Nederland N.V. Banque Nationale de Paris
 Baring Brothers & Co., Limited Daiwa Europe Limited
 Deutsche Bank Capital Markets Limited Robert Fleming & Co. Limited
 IBJ International Limited Kleinwort Benson Limited
 Morgan Stanley International Nomura International Limited
 Orion Royal Bank Limited J. Henry Schroder Wagg & Co. Limited
 Swiss Bank Corporation International Limited

All these securities having been sold, this announcement appears as a matter of record only.



Royal Trustco Limited

(Incorporated with limited liability in Canada)

Issue of

¥10,000,000,000

5 per cent. Debentures due 1992

Issue Price 101 1/4 per cent.

The Nikko Securities Co., (Europe) Ltd. Sumitomo Trust International Limited
 Bank of Tokyo International Limited Banque Bruxelles Lambert S.A.
 Citicorp Investment Bank Limited Commerzbank Aktiengesellschaft
 County NatWest Capital Markets Limited DKB International Limited
 Daiwa Europe Limited LTCB International Limited
 McLeod Young Weir International Limited Merrill Lynch Capital Markets
 Nomura International Limited Royal Trust Bank (Switzerland)
 Saltama Bank (Europe) S.A. Shearson Lehman Brothers International
 Swiss Bank Corporation International Limited Wood Gundy Inc.
 Yamaichi International (Europe) Limited Yasuda Trust Europe Limited

19th March, 1987.

All these securities having been sold, this announcement appears as a matter of record only.

NEW ISSUE

February, 1987



Marubeni International Finance p.l.c.

(Incorporated with limited liability in England)

U.S.\$30,000,000

7 3/4 per cent. Guaranteed Notes 1992

The Notes will be unconditionally and irrevocably guaranteed by

The Fuji Bank, Limited

(Incorporated with limited liability in Japan)

Issue Price 101 1/4 per cent.

The Nikko Securities Co., (Europe) Ltd.
 Citicorp Investment Bank Limited Fuji International Finance Limited
 Bank of Tokyo International Limited
 Kleinwort Benson Limited Morgan Stanley International
 J. Henry Schroder Wagg & Co. Limited Yamaichi International (Europe) Limited

UK COMPANY NEWS

Travis & Arnold hits £12m and encouraged by outlook

Travis & Arnold, supplier of timber, building and plumbing materials to the construction industry throughout the Midlands and south of England, raised its profits for 1986 to £12.2m pre-tax, an improvement of 48 per cent over the previous year's depressed £8.24m.

The company made a satisfactory start to the current year and said yesterday that the general outlook for its markets was encouraging.

The improved 1986 results were due principally to an increased demand for building materials and higher net margins. Turnover rose to £174.53m (£150.12m).

Tax accounted for £4.1m (£3.35m) and left earnings per 23p share at 22p (14.3p).

A final dividend of 4.125p raises the total to 5.2p (4.26p adjusted).

A revaluation of the freehold land and buildings resulted in £8.7m being transferred to the revaluation reserve.

Comment

The acquisition of Kennedy gave Travis & Arnold a nasty knock in 1985 when the purchase failed to match up to expectations, so it seems only appropriate that a turnaround at Kennedy's should enable the builders merchanting group to produce results ahead of the

Cannon St triples and beats forecast

Cannon Street Investments, the fast-growing USM-quoted industrial holding company, more than tripled its pre-tax profits to £3.15m, beating the profits forecast made at the time of its January rights issue.

Turnover for 1986 rose by 83 per cent from £16.45m to £30.19m, and earnings per share from 7.5p to 14.1p. A final dividend of 1.5p, is being recommended, making 4p for the year, compared with 1.5p in 1985.

Directors said the most recent acquisitions had been absorbed smoothly and management reports for the current year's first three months were satisfactory. The company expected another year of sustained development and growth.

Cannon's declared policy is to build operating groups which may eventually form independent quoted business entities. It has investments in food and catering services, construction, engineering, laboratory equipment and consumer electronics.

In January the company announced a one-for-three rights issue which raised around £1.8m. The creation of its new Consumer Electronics group and furthering its interests in

Akzo NV Amherm Holland

The annual general meeting of stockholders will be held on Tuesday, April 28, 1987, at 2:30 p.m. in Musis Sacrum, Velperplein, Arnhem, the Netherlands.

Facilities for simultaneous translation into English are available.

Agenda

- 1 Opening
- 2 Report of the Board of Management for the fiscal year 1986
- 3 Approval of the financial statements; consideration of the dividend proposal
- 4 Determination of the number of members of the Supervisory Council; appointment of members of the Supervisory Council
- 5 Appointment of a member of the Board of Management
- 6 Proposal to designate the Board of Management as entitled to issue shares and to restrict or disregard the preemptive rights of stockholders
- 7 Proposal to authorize the Board of Management to acquire shares in the Company on behalf of the Company
- 8 Any other business

It is proposed that H.G. Zempelin be appointed to the Supervisory Council. The stockholders will therefore be asked to increase the membership of the Supervisory Council by one and fix it at 10. F.H. Fentener van Vlieningen, A. Herraussen, and O. Wolff von Amerongen will be nominated for reappointment.

It is proposed that J.W. Berghuis be appointed to the Board of Management.

This proposal concerns the designation of the Board of Management, for a period of 5 years, as entitled:

- a) to issue, and to grant rights to take up, the ordinary shares not yet issued;
- b) to restrict or disregard the preemptive rights which the law accords to stockholders upon the issue or the granting of rights by virtue of a) insofar as shares are concerned which are issued pursuant to a resolution of the Board of Management.

UNITED PACKAGING says it is not aware of any reason for the recent sharp increase in the share price.


Another successful year.
The acquisition of the Knattenbockerland body-preparation plant in West Germany for DM 10m (£3.5m) was completed on January 2 1987.

Tax took £1.62m (£1.6m) and earnings worked through at 19.10p, up from 15.0p.

The proposed final dividend is 3.66p (3.125p), making 5.3p (4.6p) for the year.

UNITED PACKAGING says it is not aware of any reason for the recent sharp increase in the share price.

The Supervisory Council
Amherm, April 6, 1987



Avana aborts white knight talks

BY NICKI TAIT

Avana, the Welsh food group which is facing an unwanted £280m bid from Banks Hovis McDougall, yesterday announced that it has aborted negotiations with several potential white knights that had proved abortive.

Last week, Dr John Randall, Avana's chairman, suggested that contacts had been re-established with three of the four companies which had approached Avana in the past — one British, one American and one French.

Dr Randall is believed to have travelled to Paris at the weekend to see the French company but said yesterday that the time-scale had proved too short.

In addition, any white knight would face the obstacle of near-31 per cent holding amassed by REM.

The Avana board, which met to discuss the position yesterday afternoon, said it would write to shareholders shortly giving its advice on REM's revised offer.

This had already been declared final, and was due to close on Good Friday, April 17.

In its formal offer document for the increased terms, REM reiterated that the merger made commercial sense and said that its stake in Avana now stood at 30.9 per cent.

Shares in REM added 5p to 300p on the news: Avana lost 8p at 797p.

Watts Blake up to £5.5m

Watts Blake Burns & Co, producer of ball and china clay, lifted pre-tax profits from £4.6m to £5.5m on turnover up from £28.29m to £31.99m in 1986.

The chairman said that the outstanding features of the year had been the substantial improvements in profitability of the group's operations in West Germany and its UK china clay operations.

He added that the start of 1987 had proved to be encouraging and he anticipated

another successful year.

The acquisition of the Knattenbockerland body-preparation plant in West Germany for DM 10m (£3.5m) was completed on January 2 1987.

Tax took £1.62m (£1.6m) and earnings worked through at 19.10p, up from 15.0p.

The proposed final dividend is 3.66p (3.125p), making 5.3p (4.6p) for the year.

UNITED PACKAGING says it is not aware of any reason for the recent sharp increase in the share price.

Hazlewood buys Creamery Fare

Hazlewood Foods, the fast-growing foods group, has hit the acquisition trail again. It is buying Creamery Fare Continental Ice Cream for a minimum of £1.5m—its 20th acquisition since April 1985.

The consideration will be satisfied by the issue of 743,000 Hazlewood ordinary shares and further payments of up to a maximum of £500,000, will be payable dependent on future profits performance.

The Creamery Fare management has warranted that profits for the year ending March 31, 1987 will be not less than £280,000. Creamery's net assets are valued at £780,000.

Honeysuckle for USM with £9m valuation

BY PHILIP COGGAN

Honeysuckle Group, a ladies fashion company, is joining the Unlisted Securities Market via a placing giving it a market capitalisation of £9m.

The Leeds-based group imports jumpers, T-shirts and trousers, made to its own design, from the Far East and sells them to a range of retailers including Etam and C and A.

In the last financial year it made pre-tax profits of £833,000 on turnover of £9.03m and is forecasting profits for the year ending May 31 of £1.2m.

Honeysuckle is the result of a market stall started by husband-and-wife team David and Linda

Serr in 1972. Eventually they sold the business to Brown and Jackson in 1980 but the relationship proved unsuccessful and the Serrs launched a management buy-out in 1983 for £242,500.

The Serrs will retain 67 per cent of the equity after the placing. They are selling 1,06m of the 2.65m shares on offer with the rest of the proceeds being used to finance expansion.

At the placing price of 112p the shares are on a prospective p/e of just under 13, and the group dividend yield based on the indicated annual net dividend of 4.1p, will be 5 per cent.

COMPANY NEWS IN BRIEF

NORTH BRITISH Canadian Investments is paying a final dividend of 5.5p for 1986, giving a dividend yield of 7.45p (6.35p). Gross income £861,000 (£817,000) and net earnings 7.46p per share (7.15p). Net asset value per share at year-end was 390.5p (£20.5p year earlier).

RENNICK GROUP (boat builder and coal trader): Pre-tax profit up 81 per cent at £4.11m (£2.55m) for 1986 on turnover down at £32.21m (£42.74m). Earnings per share at 26.6p (13.5p).

GARNAR BOOTH achieved turnover £94.9m in year ended January 31, 1987 (£90.68m) and gross profit £9.5m (£11.5m). Pre-tax profit £1.57m (£2.53m). Second interim dividend of 0.65p as indicated in agreed offer by Pittard Group.

BEAUFORD GROUP (manufacturer of heavy machine tools and plant): Final dividend 2.5p making 3.5p (2.325p adjusted) for 1986. Turnover £10.17m (£9.69m) and pre-tax profits £1.05m (£818,270). Tax £296,232 (£226,590). Earnings per 10p share 10p (7.6p). Order book strong for current year.

BRITISH ALCAN Aluminium, subsidiary of Alcan Aluminium, ended January 31, 1987 (£90.68m) and gross profit £9.5m (£11.5m). Pre-tax profit £1.57m (£2.53m). Second interim dividend of 0.65p as indicated in agreed offer by Pittard Group.

STANLEY MILLER (building contractor) stayed in profit in second half to produce £150,000 pre-tax for 1986 (loss £6,000) on turnover £24.58m (£26.32m). Earnings 2p (loss 0.5p) per share and final dividend 0.75p for total 1.25p (1p) net.

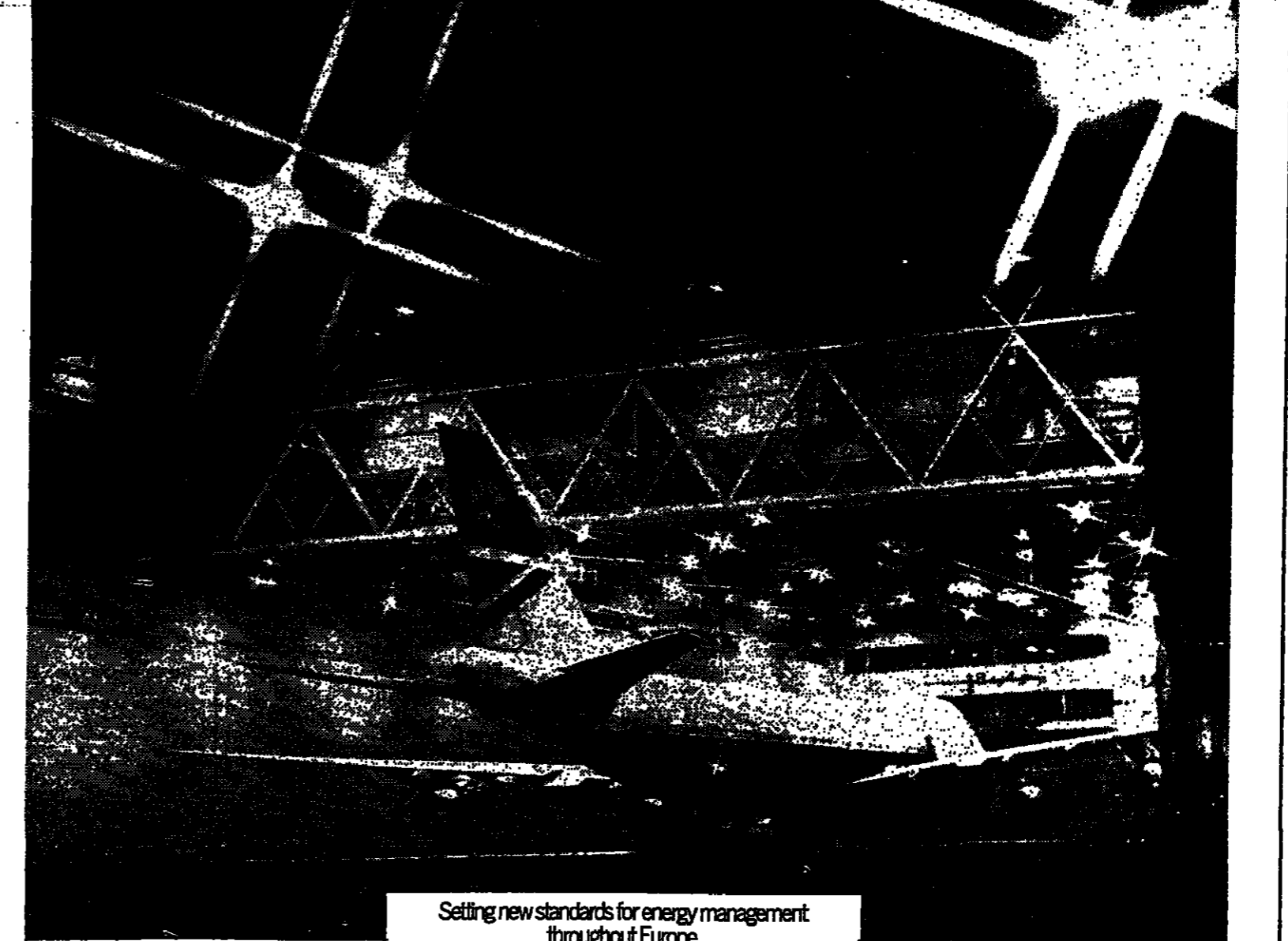
EDINBURGH OIL & GAS (USM oil and gas explorer, producer and investor): No dividend (nil) for 1986. Turnover £350,000 (£498,000) and pre-tax loss £710,000 (£261,000). Tax credits £3,000 (£5,000 debit). Extraordinary charge £117,000 (nil). Deficit per share 6.51p (1.69p).

SHARES in Westwood Daves, the troubled mechanical handling engineer, were suspended at the company's request pending completion of a substantial acquisition and the final arrangements for a rights issue. Westwood returned a £286,000 loss to September 1986, compared with 1985's profits of £161,997.

BOARD MEETINGS

TODAY	NEW CENTRAL WHITESTRAND	APR 15
Intervest-Admiral Group, Clark Tekstil, Fentis Resources, H. Young, Finkle-Alexandra Workwear, Ash and Lecy, Apenn Communications, T. Clarke, Cowells, Fish and Co. Design, Friendly Hotels, Health, Home Counties, Kilmort, Kilmort Barton Sterling Asset Fund, Marlborough Technical Management, Kilmort O'Sperrill, New Court Trust, Riley Laitance.	Orange Free State Investments, Rend Invest, Royal Insurance, Transval Group Gold Mining, Welkom Gold	APR 22
	British Gas, Club Oil, East Rand Gold Uranium, Gams (Frank G.), Lillesholt, Lodge Cars, Newcourt, Tarmac, Royal Insurance	APR 23
FUTURE DATES		
Brown Shipley Starting Bond		APR 9
Brown Shipley International		APR 8
Currency Funds		APR 9
Freight Consolidated Gold		APR 23
Mines		APR 23

Engineering tomorrow's world.



Setting new standards for energy management throughout Europe. BICCTECHNOLOGIES.

The installation of an energy management system at Heathrow (the world's largest airport) will save British Airways over £1 million a year. It's yet another example of how BICC is actively transforming the world in construction, communications and power.

Not just with cables (for which we are probably best known), but also with a vast range of electrical and electronic components. Plus what is probably the most comprehensive construction capability in the world.

For instance, BICC Technologies is the group's spearhead for expansion in the rapidly growing electrical and electronic components markets. And it consists of a number of highly innovative and specialised companies such as Transmittion — our energy management company.

Balfour Beatty is one of the UK's leading international

contracting organisations. And over the past three years it has continued to grow strongly — despite the worldwide downturn in construction.

BICC International controls operations ranging from cable making to metals and plastics — in 14 countries worldwide.

And BICC Cables is not only the successful core of the business but is almost certainly the best cables company in the world. A position we are determined to maintain, as demonstrated by our recent restructuring to focus even more strongly on the marketplace.

For more information about how we're engineering tomorrow's world simply write off for a copy of our latest annual report.

BICC plc, Devonshire House, Mayfair Place, London W1X 5FH. Telephone: 01-629 6622.

Find the quickest way to Oporto. Follow our nose.

Only TAP Air Portugal fly direct from Heathrow to Oporto.

What's more, they fly every day of the week except Mondays and Fridays, and all flights have convenient late afternoon and early evening departure times.

It's a schedule that should suit business people travelling to the North of Portugal, down to the south.

Especially as TAP's enhanced Navigator Class presents you with a separate check-in and all the special comfort you'd expect.

By TAP to Oporto and you'll discover we have a very good nose for business.

For reservations and further information please phone LONDON 01-828 0262; MANCHESTER 061-499 2161 or PRESTEL 344 2602.

Navigator CLASS TAP AIR PORTUGAL

We're earning our stripes.

Caparo up to £1.58m and plans to spin off Fidelity

Caparo Industries is in discussions which could lead to spinning off of its troublesome Fidelity television subsidiary into a joint-venture with a major foreign TV manufacturer...

Brammer hit by oil and electronics problems

The downturn in profit from the oil and electronic sectors continued in the second half at Brammer, the bearing and transmission equipment, pumps and electronic components distributor.

Alice Rawsthorn on Sock Shop's planned flotation
Four-year formula for success

"EVERYONE LAUGHED at the idea," recalled Richard Ross, "investors, manufacturers, even landlords... they all thought Sock Shop was a silly name for a business...



Sophie Mirman... a "ridiculous" idea that spawned 41 outlets across the UK

Sophie Mirman, who is now chairman and joint managing director, began her career at Marks and Spencer, working her way up from the typing pool to become secretary to Lord Sainsbury...

Investors and neither Mirman nor Ross had a share in its equity. They hatched plans to start their own business and Mirman created the concept of Sock Shop...

Shops by the end of the year. Initially, all the socks and tights were bought directly from manufacturers...

Once the group had grown to 10 shops it was cost effective to commission socks and tights to its own design...

Sock Shop's success has coincided with, and contributed to, the renaissance of the British hosiery industry which has battled back against intense price pressure...

The group's sales and profits have grown steadily in the past four years. It produced pre-tax profits of £773,000 on turnover of £6.17m...

Specialist retailing is encouraged as a successful stock market sector. The pricing of Sock Shop's offer for sale will reflect this...

Thus far Sock Shop has enjoyed a hectic pace of growth. Sophie Mirman doubts, and it is difficult to disagree, that women will ever be prepared to return to dull hosiery...

After the flotation Sock Shop may consider expansion further afield, possibly into a parallel sphere by acquisition, and possibly by exporting the Sock Shop formula overseas.

Scottish TV at £8m: dividend lifted 4.5p

ON THE back of a £10m improvement in turnover to £75.66m Scottish Television saw its profits for 1986 advance from £4.85m to £8.07m pre-tax...

This announcement appears as a matter of record only.



Moscow Narodny Bank Limited

DM 100,000,000

Transferable Loan Facility

- Midland Montagu
Banco di Roma International S.A.
Banque Nationale de Paris (Luxembourg) S.A.
Midland Bank plc
Banco Central S.A.
Istituto Bancario San Paolo di Torino
Banco de Bilbao S.A.
Westdeutsche Landesbank Girozentrale
Banco Português do Atlântico
Agent Bank
Samuel Montagu & Co. Limited

Hunting falls to £7.1m after oil exploration cuts

THE CURTAILMENT of North Sea exploration and development saw Hunting Petroleum Services return a slight fall in pre-tax profits for 1986...

Richards Leicester rises 43%

Richards (Leicester), a holding company with interests in engineering and foundries, boosted its pre-tax profits by almost 43 per cent...

Better margins lift S. Daniels above £1m mark

S. Daniels, a food and beverage company which obtained a full listing for its shares in November 1986, returned profits of £1.01m pre-tax for the 12 months ending December 31...

Lloyds Chemists 58% rise midterm and acquisition

WITH ITS first set of results since coming to the market, Lloyds Chemists announce the acquisition of Nina Barnes owned Nina Barnes group of chemists for a maximum £3.12m...

Monotype lifts profits 36%

INCREASED TRADING in type and imagesetter saw Monotype Corporation's 1986 pre-tax profits rise by 36 per cent to £4.55m on turnover 16 per cent higher at £33.5m...

Thurgar Bardex dividend trebled

Thurgar Bardex, plastic products maker, reported pre-tax profits for 1986 up by almost 24 times to £1.72m, against £708,000...

Comment: Brammer's profits fall is a disappointment but not unexpected

Brammer's profits fall is a disappointment but not unexpected. The two core businesses, bearings and equipment, produced good if unspectacular performances...

Comment: DIXONS GROUP - In respect of rights issue of convertible stock

DIXONS GROUP - In respect of rights issue of convertible stock, acceptances received for £16.7m units (91.1 per cent) balance sold and net proceeds will be distributed to holders entitled thereto.

Comment: FEAT MARWICK McINTOCH

FEAT MARWICK McINTOCH has appointed the following new partners: Mr Colin Barcroft (Sheff), Mr Colin Green (Birmingham), Mr David McGarry (Douglas, Isle of Man), Mr Richard Neville and Mr Colin Seecombe (Plymouth), Mr Bob Speeding and Mr Eric Steffen (Manchester), Mr Graham Thomas and Mr Richard Wright (Birmingham).

Comment: GREIG FOSTER GROUP

GREIG FOSTER GROUP has appointed Mr G. Fester (Agenles) as an executive director.

Comment: DELOITTE HASKINS & SELLERS

DELOITTE HASKINS & SELLERS has appointed Mr John Davies as partner-in-charge of its office in Newcastle, from May. He was based in Deloitte

APPOINTMENTS Combined English Stores chairman

Mr Murray Gordon, chairman, chief executive and joint managing director, becomes executive chairman of COMBINED ENGLISH STORES GROUP, currently deputy chief executive and joint managing director...

BANK BUMI DAYA, a commercial bank in Indonesia, has opened an office in London.

Mr Brian Whitaker has been appointed a non-executive director of CHIMNEY SPECIALISTS (HOLDINGS).

The SUMITOMO BANK has made the following appointments at its London branch.

Following the announcement of the Inspectorate bid, UNITED LEASING has appointed Mr Ian J. Orrock, previously managing director of Racal-Redac, as chief executive.

STANLEY LESBURG ORGANISATIONS has appointed Mr George Martin as a non-executive director.

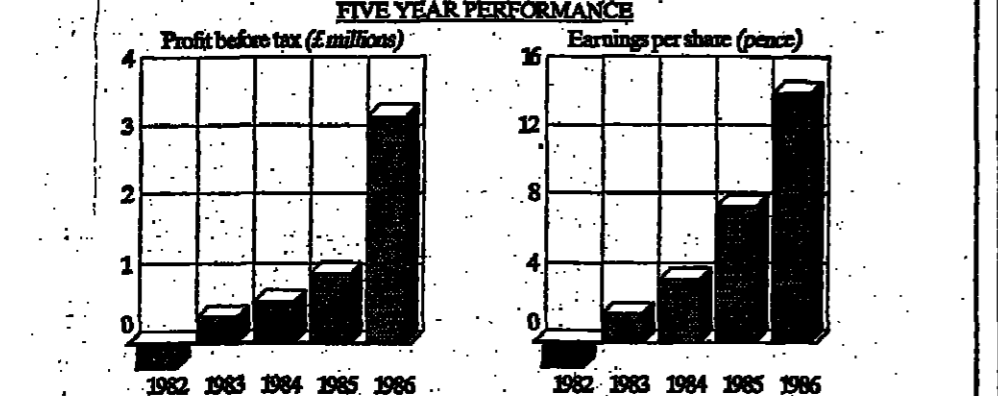
GRANVILLE SPONSORED SECURITIES

Table with columns: High Low, Ass. Bric. Ind. GUIS, Price Change div.(p), % P/E. Lists various companies and their stock performance.

Cannon Street Investments P.L.C.

PRELIMINARY RESULTS FOR THE YEAR ENDED 31st DECEMBER 1986
Profits up 235%. Earnings per share up 88%. Net assets per share up 90%.

Table with columns: 1986, 1985. Rows: Turnover (£000's), Profit before tax (£000's), Earnings per ordinary share (pence), Dividends per ordinary share (pence net).



These outstanding results have been achieved from organic growth and from development through acquisition.

These outstanding results have been achieved from organic growth and from development through acquisition. The Cannon Street philosophy is to build groups which, at an appropriate time, can be floated as independent businesses.

CURRENCIES, MONEY & CAPITAL MARKETS

FOREIGN EXCHANGES

Pound gains attention

STERLING ATTRACTED attention on the foreign exchange market yesterday, after the weekend public opinion polls, and as dealers preferred not to speculate on the pound and the dollar quiet.

DMF gathering in Washington to do no more than reaffirm February's Paris currency accord, aimed at stabilising the foreign exchange, but a mood of nervousness kept the dollar quiet.

FINANCIAL FUTURES

Gilt prices firmer

GILT PRICES rose quite sharply in the London International Financial Futures Exchange yesterday in reaction to opinion polls which suggested the Conservative Party had a clear lead over opposition parties.

Nevertheless the June long gilt price opened at 124.00 up from 123.18 on Friday and rose initially before attracting a little profit taking which brought it back to 123.22.

£ IN NEW YORK

Table showing exchange rates for £ in New York, including columns for Apr 6, Latest, and Previous Close.

EMS EUROPEAN CURRENCY UNIT RATES

Table showing EMS European Currency Unit Rates with columns for Country, Currency, and % change.

POUND SPOT - FORWARD AGAINST THE POUND

Table showing Pound Spot - Forward Against the Pound with columns for Term, Rate, and % change.

DOLLAR SPOT - FORWARD AGAINST THE DOLLAR

Table showing Dollar Spot - Forward Against the Dollar with columns for Term, Rate, and % change.

STERLING INDEX

Table showing Sterling Index with columns for Apr 6, Latest, and Previous Close.

CURRENCY RATES

Table showing Currency Rates with columns for Country, Currency, and Rate.

EURO CURRENCY INTEREST RATES

Table showing Euro Currency Interest Rates with columns for Term, Rate, and % change.

EXCHANGE CROSS RATES

Table showing Exchange Cross Rates with columns for Currency, Rate, and % change.

CURRENCY MOVEMENTS

Table showing Currency Movements with columns for Country, Currency, and % change.

OTHER CURRENCIES

Table showing Other Currencies with columns for Country, Currency, and Rate.

FINANCIAL FUTURES

Table showing Financial Futures with columns for Contract, Price, and % change.

U.S. TREASURY BILLS

Table showing U.S. Treasury Bills with columns for Term, Price, and % change.

FT LONDON INTERBANK FUNDING

Table showing FT London Interbank Funding with columns for Term, Rate, and % change.

MONEY RATES

Table showing Money Rates with columns for Term, Rate, and % change.

LONDON MONEY RATES

Table showing London Money Rates with columns for Term, Rate, and % change.

MONEY MARKETS

UK rates lower on opinion polls

take-up of Treasury bills draining £251m and repayment of the gilt repurchase facility a further £1,075m.

However some dealers remained sceptical, suggesting that there had been little change from last week when the prospects of an early cut in base rates had been all but dismissed.

NEW YORK

The forecast was revised to a shortage of around £1,050m before taking into account the morning help and the Bank gave additional assistance of £267m through outright purchases of £50m of eligible bank bills in band 2 at 8 1/2 per cent.

FT LONDON INTERBANK FUNDING

Table showing FT London Interbank Funding with columns for Term, Rate, and % change.

MONEY RATES

Table showing Money Rates with columns for Term, Rate, and % change.

UK clearing bank base lending 10 per cent since March 19-19

enthusiasm but unless there is some announcement within the next four or five weeks, then rates could consolidate, faced with a wait until the Autumn for an election.

NEW YORK

Short term money was in short supply and overnight money reached 10 1/4 per cent before easing at the close to around 2 per cent.

LONDON MONEY RATES

Table showing London Money Rates with columns for Term, Rate, and % change.

FT LONDON INTERBANK FUNDING

Table showing FT London Interbank Funding with columns for Term, Rate, and % change.

MONEY RATES

Table showing Money Rates with columns for Term, Rate, and % change.

UK clearing bank base lending 10 per cent since March 19-19

enthusiasm but unless there is some announcement within the next four or five weeks, then rates could consolidate, faced with a wait until the Autumn for an election.

NEW YORK

Short term money was in short supply and overnight money reached 10 1/4 per cent before easing at the close to around 2 per cent.

LONDON MONEY RATES

Table showing London Money Rates with columns for Term, Rate, and % change.

FT LONDON INTERBANK FUNDING

Table showing FT London Interbank Funding with columns for Term, Rate, and % change.

MONEY RATES

Table showing Money Rates with columns for Term, Rate, and % change.

Image Makers advertisement featuring promotional gifts like key rings, cuff links, and medals, with contact information for Manhattan-Windsor.

CLASSIFIED ADVERTISEMENT RATES table listing rates for various types of classified ads, including commercial and residential property.

HOLIDAY AND TRAVEL ADVERTISING is published on Wednesday and Saturday, with details on advertising rates.

WORLD VALUE OF THE POUND

The table below gives the latest available rate of exchange for the pound against various currencies on April 6 1987.

Large table showing the World Value of the Pound, listing countries and their currencies with corresponding exchange rates.

Trade Indemnity EXPORT CREDIT INSURANCE advertisement, providing details on insurance services and contact information.

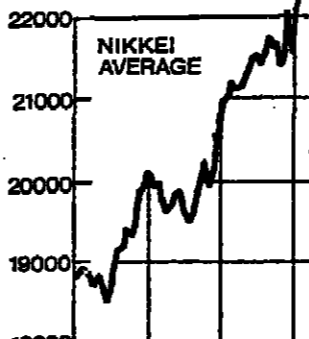
WORLD MARKETS

FT-ACTUARIES WORLD INDICES

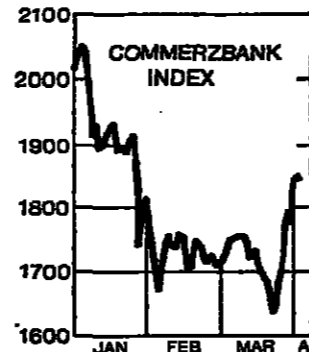
Jointly compiled by the Financial Times, Goldman, Sachs & Co., and Wood Mackenzie & Co. Ltd., in conjunction with the Institute of Actuaries and the Faculty of Actuaries

Table with columns for National and Regional Markets, US Dollar Index, Day's Change, Pound Sterling Index, Local Currency Index, Gross Div. Yield, 1986/87 High, 1986/87 Low, and Year 200.

TOKYO



FRANKFURT



EUROPEAN OPTIONS EXCHANGE

Table showing European Options Exchange data with columns for Series, Vol., Last, and Bid/Ask prices for various months.

BASE LENDING RATES

Table listing base lending rates for various banks and currencies, including ABR Bank, Adm & Company, and others.

Advertisement for Electronic Data Processing PLC, including share capital, issued and fully paid amounts, and contact information.

F.T. CROSSWORD PUZZLE No. 6,297

Crossword puzzle grid with numbered squares and a solution key provided at the bottom.

Text regarding the application to the Council of the Stock Exchange for the listing of Electronic Data Processing PLC.

Advertisement for Marketing and Finance Ltd, congratulating the Chairman & Board of Blue Arrow PLC on their acquisition of D.P. Support Services Limited.

Advertisement for Unit Trust, Insurance, Offshore, Money Market Listings, featuring Pamela Faulkner as contact.

FT UNIT TRUST INFORMATION SERVICE

AUTHORISED UNIT TRUSTS

Large table listing various unit trusts, their managers, and performance data, organized by category such as Bond, Equity, and Money Market.

Handwritten note: 'Heil not 16'

FT UNIT TRUST INFORMATION SERVICE

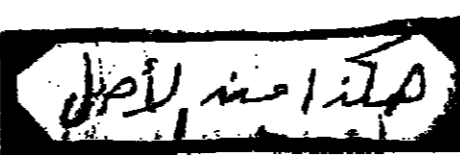
April 1987

Table listing various financial services, insurance companies, and unit trusts. Includes columns for company names, addresses, phone numbers, and descriptions of services. A central 'INSURANCES' section is also present.

INSURANCES

FT UNIT TRUST INFORMATION SERVICE

Table listing various unit trusts with columns for Name, Manager, and other details. Includes sections like 'North Star Group of Investments', 'Lloyds Bank (CI) Unit Trusts', and 'Lloyds Bank (CI) Unit Trusts'.



LONDON SHARE SERVICE

Table containing financial data for British Funds, Foreign Bonds & Rails, and Americans. Includes sub-sections like 'BRITISH FUNDS', 'CORPORATION LOANS', and 'FOREIGN BONDS & RAILS'.

Money Market Bank Accounts

Table listing various bank accounts and money market services, including 'Money Market Bank Accounts' and 'Money Market Trust Funds'.

LONDON SHARE SERVICE

AMERICANS—Continued

Table listing American companies such as American Express, American International, and American Overseas, with columns for stock price, bid, offer, and volume.

CANADIANS

Table listing Canadian companies such as Canadian National, Canadian Pacific, and Canadian Tire, with columns for stock price, bid, offer, and volume.

BANKS, HP & LEASING

Table listing financial institutions and leasing companies such as Bank of America, Citicorp, and various leasing firms, with columns for stock price, bid, offer, and volume.

BEERS, WINES & SPIRITS

Table listing beverage companies such as Anheuser-Busch, Carlsberg, and various wine and spirit producers, with columns for stock price, bid, offer, and volume.

BUILDING, TIMBER, ROADS

Table listing construction and infrastructure companies such as Bechtel, Fluor Daniel, and various engineering firms, with columns for stock price, bid, offer, and volume.

BUILDING, TIMBER, ROADS—Cont

Continuation of the Building, Timber, Roads section, listing companies like Bovis Lend Lease and various construction firms.

CHEMICALS, PLASTICS

Table listing chemical and plastic companies such as ICI, Shell Chemicals, and various specialty chemical producers.

DRAPERY AND STORES

Table listing retail and drapery companies such as Debenhams, Debenhams Group, and various retail chains.

DRAPERY AND STORES—Cont

Continuation of the Drapery and Stores section, listing companies like Debenhams and various retail firms.

ELECTRICALS

Table listing electrical engineering and equipment companies such as Balfour Beatty, Balfour Beatty Group, and various electrical firms.

ENGINEERING

Table listing engineering and technology companies such as Balfour Beatty, Balfour Beatty Group, and various engineering firms.

ENGINEERING—Continued

Continuation of the Engineering section, listing companies like Balfour Beatty and various engineering firms.

FOOD, GROCERIES, ETC

Table listing food and grocery companies such as Borden, Borden Group, and various food producers.

HOTELS AND CATERERS

Table listing hotel and catering companies such as Balfour Beatty, Balfour Beatty Group, and various hospitality firms.

INDUSTRIALS (Misc)

Table listing miscellaneous industrial companies such as Balfour Beatty, Balfour Beatty Group, and various industrial firms.

INDUSTRIALS—Continued

Continuation of the Industrials section, listing companies like Balfour Beatty and various industrial firms.

INDUSTRIALS—Continued

Continuation of the Industrials section, listing companies like Balfour Beatty and various industrial firms.

INDUSTRIALS—Continued

Continuation of the Industrials section, listing companies like Balfour Beatty and various industrial firms.

INSURANCES

Table listing insurance companies such as Balfour Beatty, Balfour Beatty Group, and various insurance firms.

Handwritten note: "well not [unclear]"

Handwritten scribble at the top center of the page.

INSURANCES—Continued

Table listing insurance companies and their share prices, including Royal Indemnity, Commercial Union Assurance, and others.

PAPER, PRINTING—Continued

Table listing paper and printing companies and their share prices, including Wiggins Teape, Wiggins Teape Paper, and others.

TEXTILES—Cont.

Table listing textile companies and their share prices, including British Textiles, British Textiles Group, and others.

FINANCE, LAND—Cont.

Table listing finance and land companies and their share prices, including British Finance, British Finance Group, and others.

OIL AND GAS—Continued

Table listing oil and gas companies and their share prices, including British Petroleum, Shell, and others.

MINES—Continued

Table listing mining companies and their share prices, including Anglo American, Anglo American Platinum, and others.

LEISURE

Table listing leisure companies and their share prices, including British Leisure, British Leisure Group, and others.

PROPERTY

Table listing property companies and their share prices, including British Property, British Property Group, and others.

TOBACCO

Table listing tobacco companies and their share prices, including British Tobacco, British Tobacco Group, and others.

TRUSTS, FINANCE, LAND

Table listing trusts, finance, and land companies and their share prices, including British Trusts, British Finance, and others.

OVERSEAS TRADERS

Table listing overseas traders and their share prices, including British Overseas Traders, British Overseas Traders Group, and others.

PLANTATIONS

Table listing plantation companies and their share prices, including British Plantations, British Plantations Group, and others.

THIRD MARKET

Table listing third market companies and their share prices, including British Third Market, British Third Market Group, and others.

MOTORS, AIRCRAFT TRADES

Table listing motors and aircraft trade companies and their share prices, including British Motors, British Motors Group, and others.

SHIPPING

Table listing shipping companies and their share prices, including British Shipping, British Shipping Group, and others.

SHOES AND LEATHER

Table listing shoes and leather companies and their share prices, including British Shoes, British Shoes Group, and others.

OIL AND GAS

Table listing oil and gas companies and their share prices, including British Oil, British Oil Group, and others.

MINES

Table listing mining companies and their share prices, including British Mines, British Mines Group, and others.

NOTES

Notes section containing various financial notes and disclosures regarding the share prices and company information.

NEWSPAPERS, PUBLISHERS

Table listing newspaper and publisher companies and their share prices, including British Newspapers, British Newspapers Group, and others.

SHIPPING

Table listing shipping companies and their share prices, including British Shipping, British Shipping Group, and others.

SHOES AND LEATHER

Table listing shoes and leather companies and their share prices, including British Shoes, British Shoes Group, and others.

OIL AND GAS

Table listing oil and gas companies and their share prices, including British Oil, British Oil Group, and others.

MINES

Table listing mining companies and their share prices, including British Mines, British Mines Group, and others.

REGIONAL & IRISH STOCKS

Table listing regional and Irish stocks and their share prices, including British Regional, British Regional Group, and others.

PAPER, PRINTING, ADVERTISING

Table listing paper, printing, and advertising companies and their share prices, including British Paper, British Paper Group, and others.

SHIPPING

Table listing shipping companies and their share prices, including British Shipping, British Shipping Group, and others.

SHOES AND LEATHER

Table listing shoes and leather companies and their share prices, including British Shoes, British Shoes Group, and others.

OIL AND GAS

Table listing oil and gas companies and their share prices, including British Oil, British Oil Group, and others.

MINES

Table listing mining companies and their share prices, including British Mines, British Mines Group, and others.

TRADITIONAL OPTIONS

Table listing traditional options and their 3-month call rates, including British Options, British Options Group, and others.

LONDON STOCK EXCHANGE

Government bonds and equities strong in response to upswing in world market

Account Dealing Dates
Optimism
Firm Declares Last Account Dealings

Mar 22 Apr 2 Apr 3 Apr 12
Apr 6 Apr 23 Apr 24 Apr 25
Apr 27 May 7 May 18 May 28

Overall, the City took a slightly cautious view of yesterday's recovery. The spectre of a global trade war has not been laid to rest, and the outcome—and the date—of a UK general election remain a subject for speculation.

Standard Chartered, a strong market recently on hopes that Lloyd's will re-bid for the group when the official bid is lifted on July 12, a year after its original hostile £1.2bn offer lapsed, revived strongly and closed 20 1/2 higher at 82 1/2.

THE FT-100 INDEX ended with a net gain of 24.5 at 1986.6, after showing a gain of 20 points at mid-session. At 1986.0, the FT ordinary index added 18.0. Government bonds were 1 3/4 points up. In bond sectors, much of the excitement came early in the session, and momentum was lost at the close when Wall Street came in with an erratic start.

For some dealers in Gilts, the fun started at 3.00 am when the telephone rang with buying orders from Tokyo. Bonds jumped by two points when the market opened on the back of a strong pound. Some profits were taken by UK retail investors, but prices returned towards the day's best.

For bond traders, the good news was the strength of the New York bond market, which seemed to indicate that last week's increases in bank prices were not a cause for alarm over rates. With the Federal Reserve apparently maintaining a relaxed stance in New York, London recovered confidence.

HIGH & LOWS
High and low prices published for Stock Exchange securities and related markets. Changes have been changed today to reflect current year levels.

Yields on long-dated UK gilts returned towards 9 per cent. Japanese interest was focused, as is usually the case, on the medium dates, which moved up to 1 1/4 points. Index-linked gilts, 1/2 or so higher, had a quiet day as concerns over interest rates receded.

Overall, the City took a slightly cautious view of yesterday's recovery. The spectre of a global trade war has not been laid to rest, and the outcome—and the date—of a UK general election remain a subject for speculation.

Standard Chartered, a strong market recently on hopes that Lloyd's will re-bid for the group when the official bid is lifted on July 12, a year after its original hostile £1.2bn offer lapsed, revived strongly and closed 20 1/2 higher at 82 1/2.

HIGH & LOWS
High and low prices published for Stock Exchange securities and related markets. Changes have been changed today to reflect current year levels.

Yields on long-dated UK gilts returned towards 9 per cent. Japanese interest was focused, as is usually the case, on the medium dates, which moved up to 1 1/4 points.

FINANCIAL TIMES STOCK INDICES
Table with columns: Apr 6, Apr 3, Apr 2, Apr 1, Mar 31, Year 86, 1987 High, 1987 Low, Since Completion High, Since Completion Low

LONDON REPORT AND LATEST SHARE INDEX: TEL. 01-246 8026
Plenty featured the Electrical leaders, rising 7 to 2 1/2 in response to a Wood Mackenzie 'buy' recommendation.

Boosted by the show of strength on Wall Street last Friday, international stocks staged a good recovery. Glaxo, scheduled to reveal interim figures next Monday, moved up 1/4 to 2 1/4, while rises of around 10 were recorded in the pharmaceutical sector.

NEW HIGHS AND LOWS FOR 1986-87
NEW HIGHS (L49)
BRITISH FUNDS (2), LOANS (2), AMERICANS (7), BANKING (2), BANKS (10), BUSINESSES (10), ELECTRICALS (10), ENGINEERING (10), FOODS (2), HOTELS (2), INDUSTRIALS (3), LEISURE (7), MOTORING (3), NURSING (1), PAINTS (2), PETROLEUM (2), PROPERTY (1), SHIPING (1), SOFT DRINKS (1), SOUTH AFRICANS (1), TEXTILES (1), TRAVEL (1), TRUSTS (6), UTILITIES (3), VENTURE CAPITALISTS (1), WINE (1), FOREIGN EXCHANGE (1), MINES (2), THIRD MARKET (2)

REVISED DATA FOR THE YEAR ENDING 31.12.86
The revised data for the year ending 31.12.86, published today, shows a 2.1% increase in turnover for the year as a whole.

LONDON TRADED OPTIONS
Table with columns: Option, Apr, May, Jun, Jul, Aug, Sep, Oct, Nov, Dec

FT-ACTUARIAL INDICES
Table with columns: Index, Apr 6, Apr 3, Apr 2, Apr 1, Mar 31, Year 86, 1987 High, 1987 Low

FIXED INTEREST
Table with columns: PRICE INDICES, 1 Year, 2 Years, 3 Years, 5 Years, 7 Years, 10 Years, All Stocks

ments, Move O'Ferrall moved 5 higher to 18 1/2 and Aspa Communications improved a similar amount to 22 1/2.

Another stimulating performance by gold shares in overnight trading triggered a recovery in gold prices.

Traded Options
Only 32,718 deals were arranged in the Traded Options market, comprising 24,731 calls and 7,987 puts.

Tradition Options
First dealings March 25
Last dealings April 11

TRADING VOLUME IN MAJOR STOCKS
Table with columns: Stock, Volume, Closing Price, Day's Change

RISES AND FALLS YESTERDAY
Table with columns: Rises, Falls, Same

LONDON RECENT ISSUES
Table with columns: Issue, Amount, Last Date, High, Low, Stock, Closing Price, + or -, Ret. Yrs.

FIXED INTEREST STOCKS
Table with columns: Issue, Amount, Last Date, High, Low, Stock, Closing Price, + or -, Ret. Yrs.

WORLD STOCK MARKETS

April 1987

Table of world stock markets including Austria, Germany, Norway, Australia, Japan, Canada, Hong Kong, Singapore, South Africa, and various indices. Columns include country, date, price, and change.

Table of Canadian stock markets including Toronto and Montreal closing prices for April 6. Lists various stocks and their prices.

Table of stock indices including New York, Tokyo, London, and various regional indices. Shows index values and percentage changes.

Table titled 'OVER-THE-COUNTER' showing Nasdaq national market closing prices for various stocks. Includes columns for stock name, price, and change.

Table titled 'NEW YORK ACTIVE STOCKS' showing closing prices and changes for various active stocks in New York.

Table titled 'NYSE COMPOSITE CLOSING PRICES' showing closing prices for various NYSE composite indices.

Table titled 'LONDON' showing chief price changes for various London stocks. Includes columns for stock name and price change.

Advertisement for Financial Times featuring a stylized 'FT' logo and text: 'For morning delivery of the FT in major business centers coast-to-coast, call 212-752-4500. Hand delivery to home or office is available in Atlanta, Boston, Chicago, Dallas, Detroit, Miami, Minneapolis, Houston, Los Angeles, New York, Philadelphia, Pittsburgh, Seattle, San Francisco, Washington, Montreal, Ottawa, Toronto, Vancouver. Please call for details between 9am-6pm New York Time. FINANCIAL TIMES Because we live in financial times.'

NEW YORK STOCK EXCHANGE COMPOSITE CLOSING PRICES

12 Month	Stock	Dr. Yr. %	1968 High	1968 Low	1968 Open	1968 Close	1968 Div.	1968 P/E	1968 Div. Yield	1968 Div. Payout
33 1/2	AAR	10	15	10	12	12	0.25	10	1.6	25
34 1/2	AFC	10	15	10	12	12	0.25	10	1.6	25
35 1/2	AGI	10	15	10	12	12	0.25	10	1.6	25
36 1/2	AMC	10	15	10	12	12	0.25	10	1.6	25
37 1/2	AMN	10	15	10	12	12	0.25	10	1.6	25
38 1/2	AMR	10	15	10	12	12	0.25	10	1.6	25
39 1/2	AMT	10	15	10	12	12	0.25	10	1.6	25
40 1/2	AMX	10	15	10	12	12	0.25	10	1.6	25
41 1/2	AMZ	10	15	10	12	12	0.25	10	1.6	25
42 1/2	ANR	10	15	10	12	12	0.25	10	1.6	25
43 1/2	ANW	10	15	10	12	12	0.25	10	1.6	25
44 1/2	AOA	10	15	10	12	12	0.25	10	1.6	25
45 1/2	AOL	10	15	10	12	12	0.25	10	1.6	25
46 1/2	AOP	10	15	10	12	12	0.25	10	1.6	25
47 1/2	AOR	10	15	10	12	12	0.25	10	1.6	25
48 1/2	AOS	10	15	10	12	12	0.25	10	1.6	25
49 1/2	AOT	10	15	10	12	12	0.25	10	1.6	25
50 1/2	AOU	10	15	10	12	12	0.25	10	1.6	25
51 1/2	AOV	10	15	10	12	12	0.25	10	1.6	25
52 1/2	AOW	10	15	10	12	12	0.25	10	1.6	25
53 1/2	AOX	10	15	10	12	12	0.25	10	1.6	25
54 1/2	AOY	10	15	10	12	12	0.25	10	1.6	25
55 1/2	AOZ	10	15	10	12	12	0.25	10	1.6	25
56 1/2	AQA	10	15	10	12	12	0.25	10	1.6	25
57 1/2	AQB	10	15	10	12	12	0.25	10	1.6	25
58 1/2	AQC	10	15	10	12	12	0.25	10	1.6	25
59 1/2	AQD	10	15	10	12	12	0.25	10	1.6	25
60 1/2	AQE	10	15	10	12	12	0.25	10	1.6	25
61 1/2	AQF	10	15	10	12	12	0.25	10	1.6	25
62 1/2	AQG	10	15	10	12	12	0.25	10	1.6	25
63 1/2	AQH	10	15	10	12	12	0.25	10	1.6	25
64 1/2	AQI	10	15	10	12	12	0.25	10	1.6	25
65 1/2	AQJ	10	15	10	12	12	0.25	10	1.6	25
66 1/2	AQK	10	15	10	12	12	0.25	10	1.6	25
67 1/2	AQL	10	15	10	12	12	0.25	10	1.6	25
68 1/2	AQM	10	15	10	12	12	0.25	10	1.6	25
69 1/2	AQN	10	15	10	12	12	0.25	10	1.6	25
70 1/2	AQO	10	15	10	12	12	0.25	10	1.6	25
71 1/2	AQP	10	15	10	12	12	0.25	10	1.6	25
72 1/2	AQR	10	15	10	12	12	0.25	10	1.6	25
73 1/2	AQS	10	15	10	12	12	0.25	10	1.6	25
74 1/2	AQT	10	15	10	12	12	0.25	10	1.6	25
75 1/2	AQU	10	15	10	12	12	0.25	10	1.6	25
76 1/2	AQV	10	15	10	12	12	0.25	10	1.6	25
77 1/2	AQW	10	15	10	12	12	0.25	10	1.6	25
78 1/2	AQX	10	15	10	12	12	0.25	10	1.6	25
79 1/2	AQY	10	15	10	12	12	0.25	10	1.6	25
80 1/2	AQZ	10	15	10	12	12	0.25	10	1.6	25
81 1/2	AQA	10	15	10	12	12	0.25	10	1.6	25
82 1/2	AQB	10	15	10	12	12	0.25	10	1.6	25
83 1/2	AQC	10	15	10	12	12	0.25	10	1.6	25
84 1/2	AQD	10	15	10	12	12	0.25	10	1.6	25
85 1/2	AQE	10	15	10	12	12	0.25	10	1.6	25
86 1/2	AQF	10	15	10	12	12	0.25	10	1.6	25
87 1/2	AQG	10	15	10	12	12	0.25	10	1.6	25
88 1/2	AQH	10	15	10	12	12	0.25	10	1.6	25
89 1/2	AQI	10	15	10	12	12	0.25	10	1.6	25
90 1/2	AQJ	10	15	10	12	12	0.25	10	1.6	25
91 1/2	AQK	10	15	10	12	12	0.25	10	1.6	25
92 1/2	AQL	10	15	10	12	12	0.25	10	1.6	25
93 1/2	AQM	10	15	10	12	12	0.25	10	1.6	25
94 1/2	AQN	10	15	10	12	12	0.25	10	1.6	25
95 1/2	AQO	10	15	10	12	12	0.25	10	1.6	25
96 1/2	AQP	10	15	10	12	12	0.25	10	1.6	25
97 1/2	AQR	10	15	10	12	12	0.25	10	1.6	25
98 1/2	AQS	10	15	10	12	12	0.25	10	1.6	25
99 1/2	AQT	10	15	10	12	12	0.25	10	1.6	25
100 1/2	AQU	10	15	10	12	12	0.25	10	1.6	25

Kidder, Peabody International
 Limited
 International Investment Bankers
 An affiliate of
Kidder, Peabody & Co.
 Incorporated
 Founded 1865
 New York • London • Paris • Geneva • Zurich • Hong Kong • Tokyo

Continued on Page 43

Handwritten scribble at the top center of the page.

NYSE COMPOSITE CLOSING PRICES

Main table of NYSE Composite Closing Prices, listing various stocks with columns for stock name, price, and change.

AMEX COMPOSITE CLOSING PRICES

Main table of AMEX Composite Closing Prices, listing various stocks with columns for stock name, price, and change.

Continued from Page 42

Continued on Page 41

OVER-THE-COUNTER Nasdaq national market, closing prices

Table of Over-the-Counter (Nasdaq) national market closing prices, listing various stocks with columns for stock name, price, and change.

Continued on Page 41

SECTION III

CONTENTS

FINANCIAL TIMES SURVEY



The port of Plymouth is the largest city on the south coast of Britain. With its world-class skills it is seeking to

broaden its industrial base as the Devonport dockyard, long the city's dominant employer, is now facing significant job losses, as Anthony Moreton reports here.

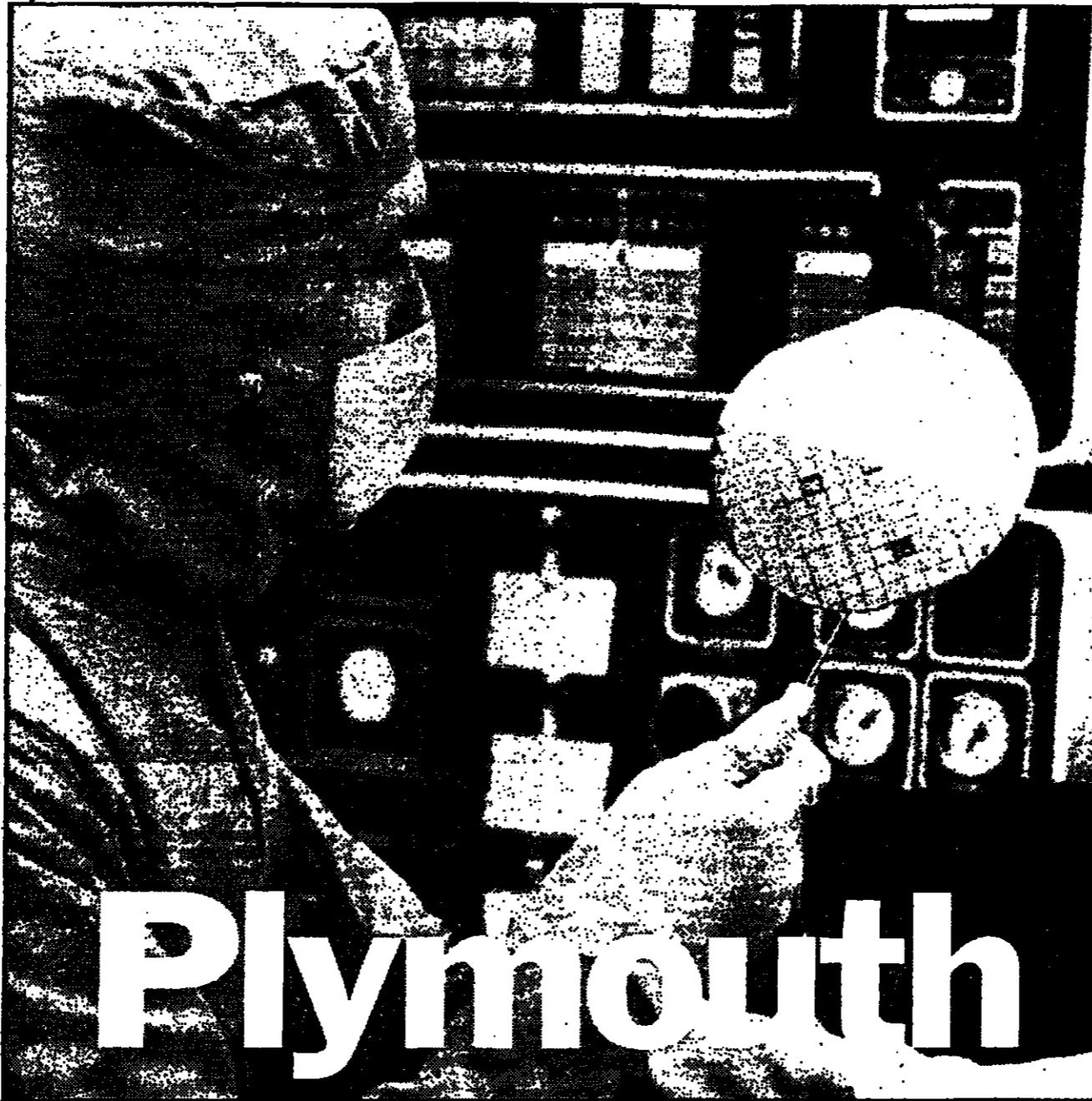
Striving for the first division

EVER SINCE Drake completed his renowned game of Elizabethan bowls and set about dispatching the Spaniards, Plymouth has been irrevocably linked with naval matters. Today, the dockyard and the Royal Navy base dominate the city, employing some 17,000 people between them compared with a little over 1,000 in the next largest single employer.

company which is the lead operator in the consortium that will manage the dockyard for the next seven years. "Unit costs are now top priority," he says, "and we shall be looking for other contract work outside the defence industry."

Now, Plymouth has also had to come to terms with a different structure of commercial management in the dockyard. Since time immemorial the dockyard has been part of the civil service. Costs have been less important than quality of work and management has been based in the luxury of operating a vertical structure. Now it has to operate horizontally according to Mr Dick Morris, chairman of Brown & Root, the

dockyard itself pumps some £2.5m a week into the local economy. The naval base, which functions independently of the dockyard and which includes



High technology industry: silicon chip manufacture at Plessey, Plymouth

Plymouth

establishments such as HMS Wandel and Goltarmann, both of which are seeking to expand—and Toshiba, from Japan. Only last month another American, Vitronics, announced its intended arrival. Others could come from Japan. Mr Ivor Simpson, director of the Devon and Cornwall Development Bureau, reports that six parties of Japanese industrialists have visited the city over the past two years.

"Plymouth may still be dominated by defence-related activities," he states, "but it is the new industries that we can attract that are going to be important for the future. There

has been an arm of NOP, the pollsters. It has not been success all along the way. Texas Instruments closed its factory in March, laying off 330 workers amid accusations that Plymouth was being subjected to the branch-plant syndrome so common in the north of England in the 1970s.

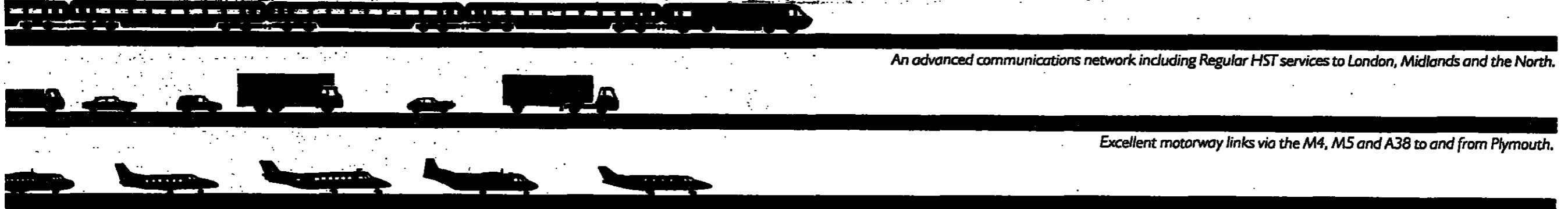
The main thrust of the bureau's overseas promotion, which covers the two counties as well as the city, has been in the US. But as Japanese interest increases, the bureau is contemplating adding a Japanese representative to its staff this

Table listing various sections and their page numbers: Dockyard's future (2), City's naval links (2), Industrial prospects (3), Retail property scene (3), Higher education (3), Air services (4), Marine studies (4), The professions (4), Tourism plans (5), Ferry services (5), Dining out (5), Media development (6), New businesses (6), Pictures by Roger Taylor (6).

Table titled 'Basic Facts' providing demographic and administrative data for Plymouth, including population (280,000), local authority (Plymouth City Council), and various office addresses.

Leeds, Birmingham and Milton Keynes. Unfortunately, the scope of Abercrombie's architectural design precludes this; the streets are simply too wide. So the council has approached the main shops and the developers to see if they would participate in a scheme to build covered arcades along their frontages. The response, so far, has been muted. Apart from the Hoe and the Sound, Plymouth has another incomparable asset in the Barbican, a waterside area just off the city centre which has been developed in a small way along the lines of Covent Garden or Bristol, full of small shops, restaurants and atmosphere. Further developments are taking place all the time and if the water itself could be turned into a marina the possibilities are unlimited. The Barbican is a place of colour and gaiety. The hope is that it could become a place that holidaymakers put on their itinerary when they flock down to the countryside of Devon or the beaches of Cornwall. "Plymouth" says Mr Simpson, "is a place with team spirit, with lots of life." It might also be described, like its football team, Argyle, as a place striving for a spot in the first division. Somehow that goal has consistently evaded the soccer players and their fans at Home Park and the city fathers are hoping they might have rather more success.

Anthony Moreton

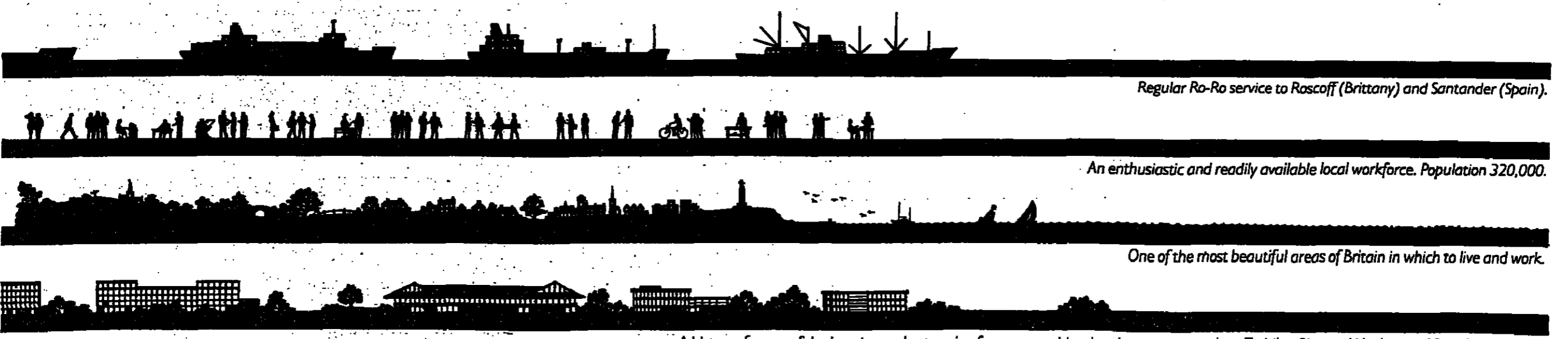


An advanced communications network including Regular HST services to London, Midlands and the North.

Excellent motorway links via the M4, M5 and A38 to and from Plymouth.

Six daily return flights to Heathrow and Gatwick with proposed link to new London City Airport.

What makes Plymouth the first choice?



Regular Ro-Ro service to Roscoff (Brittany) and Santander (Spain).

An enthusiastic and readily available local workforce. Population 320,000.

One of the most beautiful areas of Britain in which to live and work.

A history of successful relocation and expansion for many multinational companies such as Toshiba, Plessey, Wrigleys and British Aerospace. Inexpensive industrial and commercial sites and buildings including the highly attractive Langage Science Park.

Intermediate Area Government grants available, coupled with attractive rental/purchase packages from Local Authority.

More and more companies have successfully invested in Plymouth and all have plenty to say about the reasons for their success. Communications, excellent workforce, low overheads and a thriving industrial and

commercial environment are all important plus the outstanding beauty of Plymouth and the surrounding countryside. Discover the benefits of Plymouth for yourself. Contact: Peter Burrows, Assistant City Estates

Surveyor, Plymouth City Council, Floor 5, Civic Centre, Plymouth PL1 2EW. Tel: (0752) 264885. Fax: (0752) 264880

PLYMOUTH It's a pleasure for business.

PLYMOUTH 3

Industry

Newcomers like what they find

THE ROOM in the penthouse of the Holiday Inn was packed. Politicians, representatives of industry and the council executive were all assembled to welcome a new American company. At first, Vitronics would provide only 17 jobs, though rapid growth to 50 was predicted by its chairman, Jim Manfield, and there would be additional subcontracting work locally.

Just the day before had come the news that another American company, Texas Instruments, which had moved to the city in the early 1970s, was adding a further 520 to the 200 redundancies already announced and was shutting down its silicon chip manufacturing operations in Plymouth.

Although everyone knew that times were hard in the worldwide chip manufacturing industry, this news came as a shock.

Texas's departure has taken the gloss off the general feeling of well-being about the performance and prospects for Plymouth's industry and drawn attention to the dependence of the city on subsidiary manufacturing plants rather than home-grown companies for the provision of industrial jobs.

But while there will be problems in the immediate future

over the replacement of those jobs, the underlying strength of Plymouth's economy should continue to develop. The city is confident of attracting prestige companies with prestige jobs, and changes in the ownership and management of the dockyard could lead to an increase in opportunities for local companies.

Although Farley's Buses (now owned by Boots) have been made in Plymouth since before the war, the majority of Plymouth's companies and major employers have established operations in the city since it was devastated in the war.

And in the most part they like what they find. Siebe, which makes automatic and other engineered parts, has not only expanded in Plymouth but bought an American company which has its European headquarters and a major manufacturing plant there.

Siebe bought Ranco Controls of Ohio in a deal completed in March. Coincidentally, but says group managing director Barrie Stephens, very happily, they had taken over in December 1983 the Tecalemit Group which had four separate companies all making products to do with either cars or garage equipment, all based in Plymouth. These employ a further 1,600

Company	Ultimate Holding Company	Sector	Turnover £m	Year End
Tecalemit	Siebe	Oil engineering	61.3	3/85
Chemedia	Boots	Food products	44.5	6/85
Wigley	Wm. Wrigley Jr (US)	Confectionery	36.0	12/85
Stafford-Miller	Block Drug (US)	Toiletries	27.3	12/85
Television South-West	—	Programme contractor	23.9	7/85
Warwick Projects	Renwick Group	Buses	23.4	12/85
Ranco	Siebe	Electronic components	21.5	9/85
Vespene of Plymouth	—	Motor agents	19.7	12/85
Paper Converting Machine Co	—	Printing machinery	11.7	10/85
Western Morning News	Mail Newspapers	Publishing	11.1	9/85
Fine Tubes	—	Steel tubes	11.0	12/85
Westwood Engineering	—	Garden equipment	11.0	9/85

Source: Jordan Information Services, Jordan House, Brunswick Place, London N16 6EE.

people and Siebe has since built three new factories.

In four significant cases major companies have not only stayed but grown and brought in other divisions, too. Wigley, the US-owned chewing gum manufacturer, has its main European manufacturing plant in Plymouth and employs about 750 people. It also has its North African and Eastern Mediterranean headquarters there, so for one company at least, being in the south-west peninsula of England has proved no handicap. And, having a high added value, small, dense, product, transport costs and distances have not been a problem.

For Toshiba, which first came to Plymouth in a joint venture with Rank for the manufacture of televisions (only to see Rank pull out, Plymouth has been a success, too. They have doubled the number of employees to 1,100, taken on a new factory to produce video cassette recorders and microwave ovens—with the far-sighted help of the local council which bought the factory and held it for a year while Toshiba's main board in Japan made up its mind about the new European location—and are now the city's biggest non-dockyard industrial employer.

British Aerospace, too, has brought in another division and

added research facility alongside its weapons guidance and control systems production. The company has taken early advantage of a feeling that the trend which has seen hi-tech companies ribboning along the M5 will continue down the M5 and on down the A36 to Plymouth.

Plessey too has had a plant making integrated circuits at Plympton since the mid-70s and it is partly a tribute to the workforce that the decision was taken to put a £50m new factory into Plymouth at Boborough.

That plant, which began operations in January but is not officially opened until May, both makes 6-inch CMOS wafers (complementary metal oxide silicon) and is the home of extensive product and design testing and engineering.

Nor has Plessey had any difficulty in attracting in an industry where recruitment is notoriously difficult, top class scientists to work in Plymouth, a factor which has encouraged English Estates to put up speculative industrial buildings and has encouraged the council to go ahead with promoting the new Langage Business Park.

They are also responding to a government campaign by the Devon and Cornwall Development Bureau through its office in Boston, Massachusetts. Plymouth shares that effort with

Retail property

Facelift for model centre

WITHIN the past few weeks all motor traffic has been cleared out of Plymouth's city centre, heralding the start of a major facelift of the central shopping area.

Over the next 12 months the local authorities plan to spend some £2m on landscaping the whole area, a prelude to the extension and improvement of the retail environment with, hopefully, glass and steel arcades and the introduction of new visual features such as extended frontages, sculptures, and fountains and cascades.

The 1943 plan for Plymouth, drawn up by Sir Patrick Abercrombie, led to the construction of an entirely new city centre with wide boulevards and solid modern buildings. It attracted world-wide attention as a model for post-blitz reconstruction. The plan was finally completed last month, exactly 40 years after it was started, with the opening of the Copthorne hotel and Armada shopping centre.

But tastes change. Provision of wide streets is no longer

regarded as the best way of coping with the popularity of the motorcar. Plymouth has now realised that unless it embraces pedestrianisation and keeps abreast of current trends, its retail trade would be in danger of losing ground to out-of-town shopping developments in general and Exeter in particular.

Exeter recently decided no longer to resist the pressure from major retailing groups for greenfield superstore developments. And Plymouth is only 5 minutes outside the 40 minutes drive catchment area (containing a population of 650,000) on which the investment arithmetic for a major regional shopping centre at Exeter is being based.

A long-running public inquiry into the respective merits of six possible sites for the Exeter centre is now under way and one of them seems certain to receive the approval of the Environment Secretary, probably towards the end of next year.

Mr C. J. Shepley, the city's planning officer, says that Plymouth has been galvanised, not so much by the threat from Exeter, as by the fact that it does not want to go down the same retail development avenue.

The change has already received a vote of confidence from the private sector. Sains-

bury has agreed to build a 40,000 sq ft "Homebase" store on the west side of Western Approaches.

Discussions are also in train which could lead to the demolition and redevelopment of some sites and an increase of 20-25 per cent in a central retail area which presently totals around 1.2m sq ft. In the meantime, Mr John Lawrence of agents Chesterton LaJonde says that demand for retail space in Plymouth is exceptionally buoyant. Over the past three years Zone A rents have risen from around £30 to close to £100 a sq ft. He foresees some major site redevelopments but stresses that it will take time to get all interested parties together to agree on specific schemes.

A similar buoyancy has overtaken the industrial property market in the past year. Mr Michael Viner of agents Viner Carew, describes current demand for industrial units as excellent, with rents in the region of £2.50 to £3.00 a sq ft and in excess of £3.50 a sq ft for nursery units.

Mr Alan James, regional manager of English Estates, a leading provider of industrial property in the region, says that the problem in the Plymouth area is becoming shortage of suitable land, particularly near the naval dockyard.


Robin Reeves

Number one worldwide.
First choice in Plymouth.

With 217 rooms and a conference capacity of 500, Holiday Inn Plymouth is the number one conference hotel in the South West.

Overlooking Plymouth Hoe, Holiday Inn Plymouth has an indoor pool, fitness centre, solarium, two restaurants and two bars.

To book your next conference call Becky Poole on (0752) 662866.



You're more than welcome.

Armada Way, Plymouth, Devon, PL1 2HU.

Higher Education

University status beckons

WILL PLYMOUTH soon have a university? Unless some very well laid plans go wrong at the last minute the answer is yes. Does Plymouth need a university?

"Not really," say some academics who are opposed to the implied elitism and snobbery which a change in status could be interpreted as being.

"Very definitely," says the business community which is more than happy to see the sort of change in image which being a university city would mean. And "very definitely," says the director of the Polytechnic, Dr Michael Robbins, with the caveat that he does not mean an old-style institution but rather a new breed of university evolved from a polytechnic yet retaining the polytechnic's business-like approach to education in the late 20th century and into the 21st.

"We are proceeding along the road of becoming a university," he says, "but there is nothing about us that wants to move in the direction of a traditional institution."

"We want to retain the same sort of ethos that we have presently—that of a polytechnic, comprehensive, vocational, concerned to put on academic programmes that will get young people jobs. We want to work with industry, commerce and the professions and be a sort of public sector university."

Plymouth will not be alone. The polytechnic is talking to Seale Hayne, an agricultural college at Newton Abbot, the Royal College at Exmouth, which is for teacher training, and the College of Art and Design at Exeter, with a view of joining all four institutions together to form a single university.

The polytechnic has grown fivefold in the past 15 years and in doing so has assumed a significant role in the economy of Plymouth. It employs about 1,000 people, turns over £20m annually and, because it recruits students nationally and internationally, it acts as an importer of cash flow.

It also creates cash flow of its own by undertaking research projects on behalf of industry, and would like to see the amount of the work maintained at its present 10 or 12½ per cent of total income.

The polytechnic is, says Dr Robbins, in the top tree in the country in terms of the amount of work generated through outside industry and is particularly proud of its work on computer-aided design. But there is also a feeling that a balance has to be struck between the need for funds, the enhancement value of outside-inspired work and the need to keep faith with a syllabus.

Even without the income factor, however, the polytechnic plays a very important role in

the local community. It has paid special attention to the range of courses it offers in electronics, engineering and marine research which are already central strands of the local economy.

The maritime faculty goes back to 1760; the polytechnic is the home of one of the oldest schools of navigation in the world. Plymouth Polytechnic is also nominated by government, along with the universities of Southampton and Bangor, as a centre of excellence in the field of marine research.

By bringing in marine teaching and design, the new university will assemble an expertise which reflects a large part of the Devon economy and will thereby hopefully improve its contribution to local industry and commerce.

"The education industry is going to be one of the more important industries in this part of the world," says John Bull, deputy director of the college, which may not be how a very normal bunch of students taking part in studies, sport, societies, rags and union elections may see it. But the emergence of the yet-to-named new, enlarged university in 18 months' time is already giving rise to plans which are being made as the new model for higher education.


Stuart Alexander

SURVEY REPRINTS

Half size reprints of this survey or other FT surveys are available from the Publicity Department, but the minimum order is 100 copies.

For further information contact:
Lorraine Spong, F.T. Publicity Department, 10 Cannon St, London EC4P 4BY
Tel: 01-248 8000, ext 3213

BBC PLYMOUTH ON THE CREST OF THE WAVES



Plymouth is a fast growing BBC broadcasting centre. It's home for one of Radio Devon's two main studios — and for 'Afternoon Sou' West', the popular weekday programme presented by David Bassett.

An audience of a quarter of a million people a week makes Radio Devon the most widely listened-to local service in one of Britain's biggest counties.

Plymouth is home, too, for BBC Television's 'Spotlight', one of the country's most successful regional news magazines — and for a whole range of television features for the South West.

And increasingly it's home for television programmes made for the national network. Keith Floyd set the pace with 'Floyd on Fish', 'Floyd on Food' and, coming soon, 'Floyd on France'. Now there's to be a new BBC-2 maritime magazine series 'Waterfront', made in Plymouth.

It's local, regional and national broadcasting at its best...

BBC PLYMOUTH
Part of the BBC... at home in the South and West

HERE'S THE SOLUTION.

NOW WHERE'S YOUR PROBLEM?

Lack of know-how is often all that holds an otherwise good business back. And that can be expensive, time-consuming and above all, frustrating.

Well, consider the problem over. On hand you can now have many of the country's most talented engineers, scientists, researchers and business specialists working for you.

It's not just the people we are talking about, but their equipment. In other words, research and development facilities which would otherwise cost your business millions.

Few organisations can fail to be attracted by what we can offer. For a start, our strengths lie in many of the most advanced high-tech fields, including:

- Computer Aided Engineering
- Marine Technology
- Analytical Chemistry

And as one of the country's leading research institutions, we are committed to investing in the most up to date facilities.

But if all this sounds good to you, consider the rest of the facts. You only ever employ us on a project or contract basis. After that, the degree of our involvement is up to you.

Many of the overheads, which you would otherwise have to bear, are covered. We are well used to tailoring our resources to meet business needs.


And in fact we are already working for some of the country's biggest multi-nationals, consultancies, management and training organisations.

We can also help you. Send us the coupon or telephone Bob Kirby-Harris on Plymouth 2 (0752) 225999 or 223424.

Please send me further details of how Plymouth Polytechnic can help my business.

Mr R Kirby-Harris
Managing Consultant
PEP
Charles Cross Centre
Constantine Street
Plymouth, Devon PL4 8DE

Name _____
Company _____
Position _____
Address _____
Tel _____



Plymouth Polytechnic
Drake Circus, Plymouth, Devon PL4 8AA

PLYMOUTH 4

Air services

Set for City route

ASSUMING EVERYTHING goes according to plan, Plymouth will soon become unique among England's regional cities when it comes to its scheduled airline services. It will join Paris and Brussels as the only cities to enjoy direct scheduled airlines with three London airports—Heathrow, Gatwick and the new London City Airport which opens in October.

A final decision for the new airport service lies in the hands of the Civil Aviation Authority. Applications to operate scheduled services in and out of the new London City airport have been lodged by Brymon Airways, the Plymouth-based regional airline, which wants four routes, and by British Midland Airlines, which has applied for eight routes in the name of a new subsidiary company, Eurocity Express.

The CAA is expected to announce its decision later this month.

In Brymon's favour is the fact that it has been intimately and uniquely involved in promoting the concept of a Stolport (short take-off and landing airport) in London's docklands ever since

1981. This was when Brymon acquired its first De Havilland Canada Dash 7—the only aircraft which is licensed to use the new docklands airport, thanks to its exceptional short runway landing and take-off capabilities and the quietness of its engines.

Brymon's application to the CAA is to operate services between London City airport and Amsterdam, Brussels, Paris (Charles de Gaulle), Plymouth and Newcastle, Cornwall. It has already ordered two new aircraft and has an option on a third to cope with these new demands which would double Brymon's operating turnover to some £24m a year.

In support of the proposed new London City service, Plymouth Council has also been investing in collaboration with Brymon, £2.5m to widen one runway, rebuild and realign another, complete with instrument landing system and runway approach lighting, plus new fire station and air traffic control building, improved refuelling facilities and additional emergency roads.

But there is a potential slip

twist up and lip. The applications to the two airlines for operating licences overlap in respect of the Paris, Brussels and Amsterdam routes and Mr Charles Stuart, chairman and chief executive of Brymon, has warned the CAA that his board may decide against going ahead if it is forced to compete against Eurocity Express on these routes.

"It is my view that the volume of business even between Paris and London will be such that dual designation would be uneconomic," he says.

Brymon has calculated that the London City airport has the potential to attract up to 10 per cent of the total London-Paris traffic; that is about 250,000 passengers after three years. But to maximise this potential, the airport needs a parallel foreign airline bringing its own home market.

"Two competing British operators will simply drive each other out of business," argues Mr Stuart.

The battle for licences has at times become acrimonious. Brymon has made much of British Midland's lack of operating experience and even come close to suggesting that its rival is engaged in spilling tactics to protect routes. It has been acquiring out of Heathrow.

For its part, British Midland has argued that Brymon is not, in fact, a small airline with limited resources since British Airways owns 15 per cent of voting rights in the company.

In the meantime, to strengthen its regional character and provide extra capital for the planned expansion, Brymon has employed the expertise of Dartington and Co, the west country merchant bank, to raise a further £400,000 from a local consortium of companies which includes TSW, the local television franchise holder.

Assuming Brymon wins the go-ahead from the CAA, it will be establishing between London City and Plymouth, what Mr Charles Stuart, likes to describe as the world's first daily scheduled service between two "all-weather city centre airports."

Brymon intends to use the occasion to improve the service aboard the Dash 7s by creating a "Cityclass" standard. This will be carefully tailored to the needs of the business traveller, setting a standard which Mr Stuart hopes will be adopted as Europe's business travel norm.

As he told the CAA, besides reduced journey times (the new airport is only six miles from the Bank of England, compared with 16 miles to Heathrow, 25 miles to Gatwick and 30 miles to Stansted), Brymon would base the marketing appeal of its London City airport services on the principle of a "small is beautiful."

"City travellers in a hurry can be airborne within an hour of their travel decision. Those with time to spare will find the ambience to their taste. No queueing, no long walks, all to human scale."

"London City Terminal will be additionally furnished with quiet room, secretarial services, telecommunications, and transmission facilities," he says.

Robin Reeves

Marine studies

Centre of expertise

FROM THE microbes that swim in it, to the leviathans that ply its trade routes, research in the ways and uses of the sea is being carried on at the highest level by three institutes working separately and together in Plymouth.

The three are the Institute for Marine Environmental Research (IMER), the Marine Biological Association (MBA) and the Institute of Marine Studies at Plymouth Polytechnic.

Together they cover an array of scientific research which persuaded the Government to make it one of only three centres of excellence into the study of marine life—the other two being Southampton and Bangor universities.

The three share some facilities such as computers and electron microscopes and they are locked into worldwide projects which in the last few years have moved out of the world of the laboratory and into public and political debate.

They were all involved jointly into research on the effects on water, sewage and biology which might accompany the construction of the Severn barrage and are now involved in a feasibility study for the Severn-Tidal Power Group on the use of the exceptional rise and fall of the tide in the Bristol Channel and Severn Estuary.

The long-term studies of the constituents and change of sea life are accompanied by reaction to shorter-term demands.

The MBA turned all its efforts onto studying the effects of the Torrey Canyon oil spill disaster and, more recently, it examined the environmental impact of TBT (tributyl tin) in anti-fouling paints for the bottom of ships and boats.

Work done at Plymouth has been a major contributor to the Government's decision to ban the sale of such products from spring this year for use on pleasure boats and from the summer on large ships. But most of the research is government-funded



Prof. Brian Bayne, director of the Institute of Marine Environmental Research.

and pure rather than applied—monitoring the amount of carbon dioxide in the sea or the contribution which the sea naturally makes to sulphur oxides, the demon in acid rain.

All three institutions attract students and researchers from all over the world. Among the up to 100 a year who come to work at the MBA are some who have used their Plymouth research to go on and win Nobel prizes. And while work on the characteristics of fishing gear or navigational systems for ships entering harbour may easily be understood by the general public the relevance of the giant axon nerve in a squid may not be immediately apparent.

But there are commercial pressures encroaching into the world of pure science and when Dr Brian Bayne, director of IMER, Dr Eric Corner, Deputy Director of MBA and Prof. Keith Draper, head of the Institute of Marine Studies at the polytechnic meet, they are as

likely to talk about the difficulties of funding as the complexities of some of their research.

The fundamental problem and it faces many other scientific institutions, is that researchers will always outstrip the financial resources available to fund them. But where budgets are squeezed too hard then the first thing to be lost is the people and soon after that, the place among the leaders.

The three marine institutions are now seeking additional sources of funding by undertaking more commercial lines of research. But there is concern that such work could push aside the fundamental research programme and lead to budgets being cut still further.

However, the increase in public awareness about the sea, its condition and its place in the overall environment has, however, given special focus to the work of the scientists in Plymouth.

Stuart Alexander

The professions

Market for services grows

THE M5 brigade is very active in Plymouth. It has no connection whatsoever with anything subversive, and has no political aims. It is, indeed, very respectable and has associates in Bristol, Birmingham and Norwich.

To be accurate, the members do not refer to themselves as a brigade and neither Plymouth, much less Norwich, is on the M5. The original concept was of a group of independent firms of solicitors with the M5 motorway as a link between them, arising out of the realisation that, to compete with the very big firms of solicitors, particularly in the field of training, a consortium approach was needed.

There would also, it was seen, be opportunities for cross-referral of work, some standardisation in the increasing production of literature and even the possibility in the future of a shared database.

Behind the scheme in Plymouth is Bond Pearce, which

with 24 partners and over 30 assistant solicitors is the largest firm in the region, with a strong commercial section. It was linked with Burges Salmon in Bristol, Wragge and Co in Birmingham, and Mills and Reeve in Norwich and it is a pointer to the way in which the firm is seeking new methods of improving systems and attracting new assistant solicitors.

All professional firms, be they in London or the provinces, express the same worry; not that they cannot attract new people but that they want people of a particular calibre.

And that is another pointer. It shows the way in which the market for professional services is growing and how Plymouth is strengthening its regional position. There has also been some rivalry between the city and Exeter which, as the county town has also enjoyed the role as both a geographical and administrative centre. Now that distinction is being blurred as down and the professional firms in Plymouth are making a determined attack on the Exeter market.

Bond Pearce, although merging the Lakesard office back into the Plymouth practice, has opened a new office in Exeter, as has the accountancy practice of Peat Marwick. As Peat's merger with Thomson McLintock, as part of the nearly worldwide merger with KMG Thomson McLintock, goes through so the strength which Thomson had in Exeter is joined with Peat's.

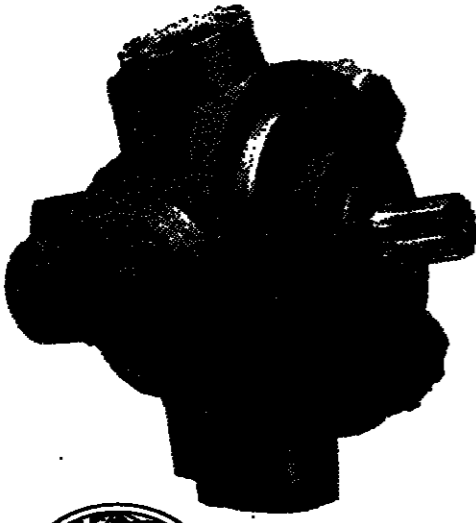
As FM pre-empted by several years the charge of the big international accountants into the West Country so its senior regional partner, Roger Harris, who based in Plymouth has been able to set up a network which covers both Devon and Cornwall. Coopers & Lybrand are now in Plymouth, Grant Thornton took over an existing local firm and Touche Ross also has an office.

Latest to arrive are Ernst & Whinney, whose new Plymouth senior partner, Jeremy White, has seen the practice double in size in its first year.

Roger Harris sees good signs

Stuart Alexander

High torque is our business



VICKERS Staffa

A TRINOVIA COMPANY

Plymouth England PL5 2SA

Tel: (0752) 364394 Telex: 457759 Fax: (0752) 364816

BARCLAYS

We'll look at your business. Not just your balance sheet.

To find out how Barclays in Plymouth can help your business grow, contact Mike Crannis at 19 Princess Street (0752) 263333 or Eddie Russell at 48 Mudley Plain (0752) 223333.

Member of GSA, GBGSA Girls' Day & Weekly Boarding

HEC, GRA Boys' Day, Full & Weekly Boarding

We provide a first class independent education for girls and boys from 5-18 and are particularly concerned to assist those moving to the South West to maintain the continuity of their children's schooling.

Prospectuses from:

The Headmistress, North Road West, Plymouth PL1 5DH (0752) 663898

The Headmaster, Ford Park, Plymouth PL4 6RN (0752) 228596

Are you planning investment in PLYMOUTH?

Do you need to know local pay rates and availability? Do you want PERMANENT or TEMPORARY staff? We can help you recruit the best local:

ENGINEERS TOOLMAKERS DRAUGHTSMEN ELECTRONIC TECHNICIANS ASSEMBLY WORKERS

ACCOUNTANTS COMPUTER STAFF SALES PERSONNEL W.P. OPERATORS SECRETARIES

Contact: Patrick Bromley ALFRED MARKS, RECRUITMENT CONSULTANTS 115 Armada Way, Plymouth, PL1 1FU Telephone: Plymouth (0752) 260621

Ask ALFRED MARKS

PLYMOUTH CHAMBER of COMMERCE & INDUSTRY

GOING FORWARD WITH CONFIDENCE AND ENTERPRISE

YOUR BUSINESS IS OUR BUSINESS . . .

JOIN US

29 Looe Street, Plymouth PL4 0EE

Telephone: Plymouth (0752) 21151 Telex: 45438

Local, national and international companies have appreciated the skill, care and guidance provided by the Plymouth office of MWT Architects.

MWT ARCHITECTS

1 WALKER TERRACE, THE HOE, PLYMOUTH, PL1 3ES

TEL: 0752 228596 FAX: 0752 228597

BATH, BEDFORD, BRISTOL, EXETER, IPSWICH, PLYMOUTH, ROMSEY, TRURO

Stratton & Holborow

Chartered Surveyors

COMMERCIAL — RESIDENTIAL — AGRICULTURAL

Professional Property Services throughout the Westcountry

Truro, Exeter, Plymouth, St Austell, Yealiton, Penzance, St Ives, Isles of Scilly

8 The Crescent Plymouth Tel. (0752) 666555

Dartington & Company

A short cut to the most comprehensive investment and banking services in the South West.

Dartington & Company provides investment and banking services in the South West, for the South West. Our comprehensive range of services could be the short cut to a growing business or a growing investment for you.

Banking Services

We offer loans and acceptance credit facilities and competitive rates for a range of deposit maturities.

Corporate Finance

We provide a range of services covering all aspects of buying, running and selling a business.

Investment Management

We offer competitive investment management facilities for all classes of investor.

If we can help you, please tick the appropriate box and return the coupon today to: Colin Breed, Director, Dartington & Company, 9 The Crescent, Plymouth, PL1 3AB. Telephone: Plymouth (0752) 260723.

BANKING AND DEPOSIT TAKING CORPORATE FINANCE

INVESTMENT MANAGEMENT

NAME _____

POSITION _____

COMPANY NAME _____

ADDRESS _____

POSTCODE _____

TELEPHONE NO: _____

PT.24

Enterprising businesses have a partner at

Peat Marwick McLintock accountants and business advisers.

Phoenix House, Notte Street, Plymouth, Devon PL1 2RT.

Tel: (0752) 225381.

KPMG Peat Marwick McLintock

THE COPTHORNE PLYMOUTH

The Jewel in the Town.

The lights are on in Plymouth's exciting new business and leisure hotel

COPHORNE PLYMOUTH

For details and reservations: The Copthorne Plymouth, The Arma Centre, Arma Way, Plymouth, Devon, PL1 1AR Tel: (0752) 22418; Telex: 45758 COPPLY G

PLYMOUTH 5

Tourism

Making the most of Armada celebrations

NEXT YEAR sees the 400th anniversary of the defeat of the Spanish Armada, a key event in English history...

As every schoolboy and girl knows (or at least ought to), Sir Francis Drake was playing bowls in July 1588 on Plymouth Hoe...

Plymouth plans to make the most of the commemoration, using it not only to stage a programme of sponsored events...

Since the city's Marketing Bureau was founded nearly 10 years ago, it has built up an annual programme of more than 50 special events...

For the Armada celebrations, the city is seeking an appropriate generous sponsor to underwrite a broad package of events which will be staged throughout the month of July...

Plymouth lies at the centre of Britain's most popular traditional holiday destination, the West country. But for many years it was by-passed by the holiday visitor...

"Traditionally, tourists have only come to Plymouth from Torbay for a day's shopping when it is raining. We intend to reach a position where people

come and stay in Plymouth and just go to Torbay beach for the day when the sun shines," explains Mr Neil Devons, Plymouth Marketing Bureau's Tourism Officer.

To this end, work has already started on the construction of a £2.5m "visitor centre" to be known as the Dome—on the Plymouth Hoe foreshore.

It should prove popular. For a long time there was nothing to indicate the historic significance of the Hoe nor to draw attention to Plymouth's greatest natural asset—the view of the Sound. The Dome will interpret the surroundings for the visitor through various techniques including a reconstructed old street and a variety of audiovisual displays.

The possibility is also being explored of transforming the Royal William Victualling Yard into a major new attraction. The

realised. But the Yard's release and refurbishment would clearly add a major new dimension to Plymouth's tourist appeal.

More definite is the provision of major new £13.5m multi-purpose leisure and conference centre on the site of the former Millbay Station. With seating for 2,500, but 1,200 retractable and 1,300 loose, it will enable Plymouth to stage major South West conferences and exhibitions, as well as encourage indoor sports.

Thanks to the Theatre Royal which opened in the early 1960s, Plymouth has been able to build up its conference business. Last year it attracted more than 9,000 delegates to a variety of conferences in the city. But the Theatre Royal is not ideal since the maximum it can cater for is 1,200. Its facilities have also become important as a social meeting place, so that its closure for private conferences is not popular.

The same promises to be true of Plymouth's developing air-links. The introduction of daily flights between Plymouth and London City airport from October should bring Plymouth psychologically nearer to London and make it easier to attract business conferences.

The city's stock of standard hotel and guest house bed spaces has never been a problem. But there has been a shortage of international class accommodation sought, for instance, by the US package tour market. Within the past month, however, British Caledonian's rapidly-expanding Cophorne subsidiary has given a significant boost to the city's hotel stock by opening Plymouth's second four-star hotel.

Developed by Beazer Estates of Bath, and managed by Coptihorne, the new 135-bedroom hotel aims primarily to cater for the business traveller.

That said, Mr Bill Clifford, the general manager, stresses that, whereas his four-star rival in Plymouth, the Holiday Inn, seeks to create an identical image for all its hotels, the new Cophorne group wants each of its hotels to develop its own distinctive identity.

Robyn Reeves



Suzanne and Jacques Marchal in their Michelin-starred restaurant

Dining out

Well worth a journey

PLYMOUTH is not best-noted for its restaurants. Although the Barbican is dotted with small eating places, none comes up to the standards of, say, London's Covent Garden, with which the area is frequently compared.

The best are outside the city. The Horn of Plenty, Sonia Stevenson's creation at Galsworthy, is not an over-long ride but it takes some getting to, especially late in the evening. In the summer, the setting is superb and the food and cooking matches it.

Rather further afield, perhaps too far for those with late-evening appointments in the city, is the Gidleigh Park Hotel Restaurant in Chagford where it is advisable to book despite its geographic position pretty well in the centre of the county.

Chagford, a pretty, old-world place of no great population, boasts a number of places to eat out of keeping with its size. The Mill End, Great Tree and Easton Court hotels are all worth mentioning.

Much nearer the city, but over the Tamar bridge in Cornwall, is Heslyn Mill at Tideford. The cooking here matches the atmosphere in a tenderly restored 18th-century corn mill. The place looks like a pub, but do not be put off: the lively atmosphere is a good sign of an appreciated place.

The one great exception to the eat-away rule is Chez Nous, a

restaurant that can hold its own with the best. Run by a Frenchman, Mr Jacques Marchal, and his English wife Susanne, there is some obsequious to modern practices, such as writing the menu, which changes constantly, on a blackboard.

However, do not be put off by such picaresques. Michelin has bestowed a star on the place, and not many restaurants in Britain can boast that award. And the locals bestow their patronage on it, making entry difficult (sometimes impossible) without booking in advance. Well worth a visit.

There are one or two other interesting restaurants, such as Green Lanterns in the Barbican, which attempts to bring out the best of British food in its menus, and bistros such as the Barbican Revival, The Distillery (very pretty) and Hosteria Romana.

Otherwise, it is rather pot luck, picking a way among the pizzas and pasta houses.

In the hotels, portion control holds sway and the food flatters only to deceive.

The Holiday Inn has an 11th-floor penthouse restaurant overlooking the Hoe and the incomparable Sound where the decor cannot compete with the view and the food cannot compete with either. Downstairs in a pretty, bogus-rustic Mongers, the printed menu advertises "surf and turf" and "beef and reef".

The Mayflower Post House.

Anthony Moreton

Ferries

Setback for EEC link

PLYMOUTH'S HOPES for an expansion of its port trade as a result of Spain and Portugal's accession to the EEC has suffered a setback with the decision of Compagnie Maritime Belge (CMB) last month to withdraw its freight-only roll-on/roll-off service between Plymouth and Bilbao.

The new route was introduced only last September, to provide a door-to-door service for unaccompanied trailers. The container trailer side was organised by a separate company, Tracto, which marketed the service under the name Tractalink.

The cause of CMB's withdrawal is being attributed to operating difficulties on the Spanish side, and the loss of the service may only be temporary. Certainly, the amount of freight business the new route was attracting was apparently very encouraging.

A spokesman for Tracto said that the possibility of finding another carrier was among a number of options being examined. In the meantime, Tracto would be maintaining the door-to-door service to customers by shipping via the short sea crossing over the English Channel and then by road to and from Spain and Portugal.

These days, Associated British Port's Millbay Docks at Plymouth boasts a new £5m berth plus dual carriageway linkspan bridges, capable of taking the largest container ships in operation in European waters. It was installed by ABP precisely to enable Plymouth to take advantage of increased trade between the UK and Spain and Portugal.

To the same end, ABP is seeking parliamentary approval to install the inner basin at Millbay docks in order to provide an extra 6.7 acres of land for freight marshalling.

With the A26 from Plymouth to the M5 at Exeter a dual carriageway, the port is particularly well placed for handling freight traffic to and from the Midlands and North of England. Containers for these destinations can be up the M5 in a few hours, avoiding the overcrowded roads of the South East of England altogether.

For the time, however, the only shipping line taking advantage of the improved ABP facility is Plymouth's prime commercial port user, Brittany Ferries.

Launched 12 years ago as a Breton farming co-operative venture to bring Brittany cauliflowers and other vegetables to the British market in prime condition, Brittany Ferries has developed into a highly successful and innovative passenger and freight business, operating a number of cross Channel routes and even offering hotels and holiday accommodation for its customers.

The services which it offers daily between Plymouth and Roscoff and twice weekly to and from Santander in northern Spain now attracts some half a million passengers and 20,000 freight units a year.

At the same time, Mr Longdon says that its Plymouth services are operating close to capacity and that the company has commissioned a feasibility study on, and is talking to European shipyards about, ordering a new ferry.

"It is a big decision. It is not always realised that modern ferries have three times the carrying capacity of a Jumbo jet. But I expect the company to come to a decision within the next few months," he says.

The new vessel under construction would cost around £50m and the capacity to carry 2,000 passengers and 500 cars or 85 articulated lorries (or a combination of the two)—nearly twice the carrying capacity of its current ferries in operation.

In the longer term, there is also the possibility of a direct sea link being introduced between Plymouth and northern Portugal.

"There is a ripe for development. There is also a high British ownership of holiday property in Portugal which should encourage passenger traffic," Mr Longdon notes.

On the other hand, the journey time is exceptionally long by European ferry standards—more than 30 hours at sea—and this could militate against the success of such a service. In any case, he stresses, the idea remains "on the back burner" for the time being.

Robyn Reeves

Out now guide to one of Europe's best attractions.

Relocation, or expansion of business operations at a new site is a major step for any company, so why have so many made the successful move to the Devon and Cornwall region?

The region's thriving industrial and commercial base is certainly part of the attraction. An excellent communications network, low overheads and a skilled available workforce, all combine to generate this sound and expanding economy. But the advantages don't end there.

Key worker housing schemes, greenfield sites and available factory accommodation plus a full range of government backed grants help make the region an unequalled business location.

Famous for its superb scenery and quality of life the area is also perfect for the family. To find out why the Devon and Cornwall region is so successful, send for the brochure and get the complete picture.

DEVON & CORNWALL DEVELOPMENT BUREAU
 FOR MORE INFORMATION, SEND YOUR BUSINESS CARD OR CALL IVOR SIMPSON, EXECUTIVE DIRECTOR, THE DEVON & CORNWALL DEVELOPMENT BUREAU, FORCE HOUSE, 18 TAVERSTOCK ROAD, ROBOURGH, PLYMOUTH PL6 7BB. TEL: 0752 79379 OR KEN MARTIN, SENIOR VICE PRESIDENT, BUSINESS DEVELOPMENT, THE DEVON & CORNWALL DEVELOPMENT BUREAU, 4740 PRUDENTIAL TOWER, BOSTON, MASSACHUSETTS 02109 U.S.A. TEL: 617 266 9744.

When London City Airport opens guess who'll be waiting in the wings?

The airline that already offers an unrivalled service to the South West's business community is ready and waiting to do the same for London.

Brymon is ready to fly to destinations in Britain and continental Europe from London's brand new airport, located a mere 6 miles from the heart of the City.

Together London City Airport and Brymon look set to change the face of business travel.

Roll on October 1987.

We're ready for take off together.

Already flying to:
 Aberdeen, Birmingham, Jersey, London Heathrow, London Gatwick, Guernsey, Isles of Scilly, Bristol, Cork, Exeter, Newquay, Plymouth.

London: 01-549 6535 Plymouth: 0752-707023

PLYMOUTH 6

Thriving trade at fish market

IT IS 6.15 in the morning and, as if it were not cold enough, crushed ice is being shoveled onto trays of fish graded into sizes and types and being laid out ready for sale.

At 7 am prompt, Russell Turner, like his father, grandfather and great-grandfather before him, begins auctioning the day's catch to the wholesalers who have gathered in the open building on the quayside.

As well as the sole, plaice, turbot and red mullet caught locally or brought in by the Fanny fleet, there is a daily lorry of filleted fish from Hull and Grimsby. The Brotham and Torbay co-operative will also hold its own auction.

The market has been on the quayside in Barbican since time immemorial and, though the present building, in the style of a Victorian railway station, does scant justice to the prime site and the potential to attract the thousands of tourists who visit the craft shops and restaurants in the area, it at least rings to the sound of thriving trade.

With the fleet in good heart and a steady export business to France and Belgium of monkfish tails and turbot, hake to Spain and even, sometimes, scallops to North America, the prospects for Russell Turner's sons, Michael and Robert, are good. They may even—say it quietly—be able to look forward to improvements which will make the markets more attractive and comfortable if such hereafter is ever allowed to take hold.

Stuart Alexander



Mr Russell Turner: 'a fine catch for sale at Plymouth's Barbican fish auction'

New businesses

Helping hand for enterprise

WITH OVER 850 enquiries for advice and 1,800 individual consultations held during the year, Enterprise Plymouth is feeling just a little proud of the work it is doing. Born out of the need to give small businesses a leg up and new companies a sound start, even its home is a testament to the determination to fight back against adversity.

The group, which is sponsored by a large number of local companies and professional firms, operates from a large building in the Stoke area of the city which was vacated by Rank when they ceased television manufacture there. That building is now 85 per cent re-let and provides 94 offices and workshop units from 125 to 1,000 square feet and total 30,000 square feet.

The tenants pay about £7 per square foot per annum and that includes a service charge to pay for a communal reception, cleaning, common parts, lighting, some overhead heating and also includes rates. There are no leases and no time limits; some will be there for a lifetime.

The 50 or so businesses which operate under the umbrella of Plymouth Enterprise, employ about 300 in total and their combined turnovers are some £4m a year, according to the centre's director Fred Parker, who says that the failure rate has been cut to 10 to 12 per cent.

The advisory service, which

serves a much wider area, is free to those in Stoke but is not forced on them; and in any case about 30 per cent of the counselling work is with existing small businesses and is available to those in a travel-to-work area with a radius of 25 miles.

Under the Government's current Enterprise Allowance Scheme, anyone who has been unemployed for eight weeks, is in receipt of benefit and has at least £1,000 in savings, can qualify for £40 a week for a year if they come off benefit and start their own business.

There have already been many applicants from those made redundant by the dockyard and retiring from the Navy. But the centre is gearing itself up to handle 4,000-5,000 applicants in the coming year as more people choose to set up their own businesses and as the expected shakeout at the dockyard becomes a reality.

Not all those leaving such employment, often with good training and skills, choose to continue with electronics or engineering and Enterprise Plymouth has already helped people do things which perhaps they always wanted to do, including photography, furniture making, jewellery making and design.

To complement them there are lectures on such things as marketing and sales—the Polytechnic will sometimes

assess technical aspects, engineering design or even aesthetics—and there is also an important research group to root out sales leads by keeping a record of published contracts. This allows businesses in the scheme to write to major contract winners in the hope of being sub-contractors.

Not all those taking part are local people. There are packages designed to attract people from further afield, again linking in with the thought that the M5/M4 areas are too expensive for start-ups, or that some people in the North may find it easier to be a sub-contractor in the busier south.

There is some help with finding venture capital and the Devon Development Bank has been set up with £2m, expected to be managed commercially for the benefit of small firms, but guidance is more prevalent than pump-priming.

Finally, there is also a youth enterprise scheme and Enterprise Plymouth co-ordinates the Shell UK LiveWire scheme in Devon and Cornwall. Last year there were 29 subsidised start-ups from Cornwall and 47 from Devon by the 18 to 25 year olds. Fred Parker has no doubt that the number will grow—and the quality with it.

Stuart Alexander

Nobody gets closer to clients in Plymouth.

Your Grant Thornton office in Plymouth is not merely a branch office of a large international network.

It's a local office, run by local people, and all our clients have access to expert opinion on the spot.

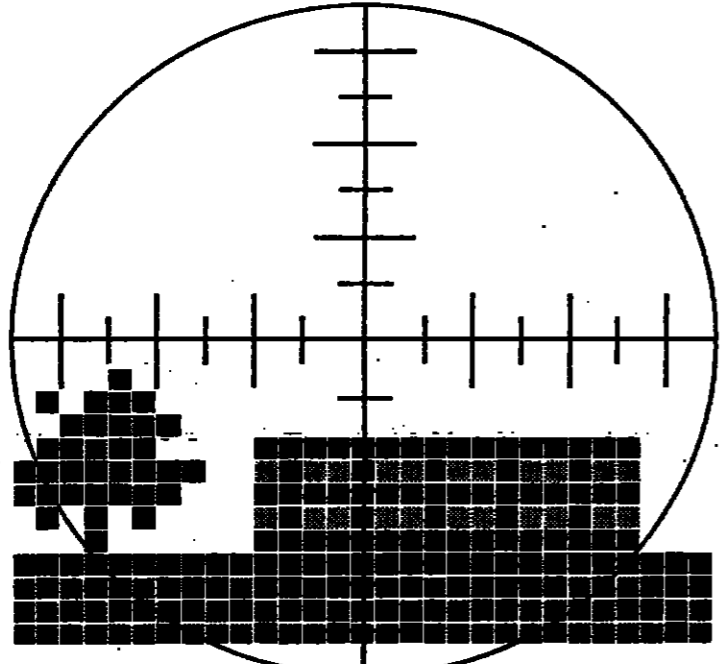
But when the need arises, we can always call on the back-up of our national resources.

So whether you are starting up or already established, the full range of Grant Thornton financial and business services is right on your doorstep.

Just contact Grant Thornton on (0752) 669911, Cobourg House, Mayflower Street, Plymouth PL1 1LG.

Grant Thornton
Chartered Accountants
The UK member firm of Grant Thornton International.

WE'VE SET OUR SITES ON A SUCCESSFUL FUTURE.



The development of Devon and Cornwall is the objective of English Estates here in the South West. In the past 25 years we have built 1 1/2 million sq. ft. of industrial and commercial property, making us the largest developers in the area.

Flexibility is the key to our success. English Estates provide you with the right premises for your business from serviced greenfield sites, workshops and factories, to offices and hi-tech accommodation. And looking to the future, there are new opportunities to create even more jobs in the Leisure

and Tourism industries. Two major new developments are underway: Derriford Business Park in Plymouth and Falmouth Business Park in Cornwall. Built to exacting specifications they provide the ideal business environment in which business can flourish and prosper.

English Estates work for Devon and Cornwall—and for you. Find out just how much we have to offer.

Contact Nick Harrington at Truro on (0672) 40505 or Andrew Evans at Exeter on (0392) 211563 for more information.

ENGLISH ESTATES
The Developing Agency

Media

TV seeks wider audience

THE MEDIA scene is as varied in Plymouth as in any other British city outside London. The town plays host to two television stations, two local radio stations, a morning and evening newspaper within the Associated Newspapers group and "freshsheet" publication.

"It is very exciting working here," says Mr Mike Reid, manager of BBC TV South West.

Until the early 1980s our TV station provided a purely regional service with a local news magazine, Spotlight, every night, news bulletins throughout the day and a substantial number of half-hour regional programmes, called "opt-outs," where the station opts out of the network.

"For the last five or six years though, the station has seen an increasing number of its programmes repeated nationally and we now also make network-only programmes, such as the launching of that remarkable gastronomic Keith Floyd with Floyd on Fish."

Over at Television South West, the commercial company, Mr Harry Turner, the managing director, also points with considerable pride to the way in which the station has forced its way on to the network.

"Our first priority is to serve the region," he says, "so we have made sure our roots go down deeply here. We always ask ourselves: 'Is this story or programme relevant to the South West?'"

"But we are anxious to get wider access to the network and want to reflect the South West on it. We have had some notable successes, such as with Robinson Country. This has been

shown on Channel Four nationally and we have just completed a drama series, Same Day Man, actually commissioned by Channel Four. This was all shot in Plymouth and the region.

"It is very difficult for a station of our size to force its way on to the network, but the situation is improving."

Is it any easier than, say, 10 years ago?

"I wouldn't say it was 'easier' but it is 'less difficult.' What the regional companies say is that if the product is of the right quality then it should be able to get on to the network," he says.

Mr Turner, controlling a regional station, has a problem that does not concern Mr Reid. Both have to look to the bottom line but Mr Turner has also to consider profit. Revenue reached a record £23.4m in the year to July 1986 and is now running at an annual rate over £23m. Profit went up 63 per cent in the first half of this year to £1.8m.

Mr Turner's fear is that the present Government, given its free-market stance, might attempt to apply the principle to television. Auctioning franchises to the highest bidder, in place of the present seven-yearly beauty contest, could put the whole of independent television at risk, he feels.

"People could then buy a television station off the shelf and simply run it for profit," he says. "I have to balance making a profit with a total commitment to the public service ethic."

While close comparisons between the local television stations can be made, the radio

stations are miles apart. BBC Radio Devon, and next-door Radio Cornwall, produce the local news, comment and local affairs which are interspersed with programmes taken from Radios Two and Four. Plymouth Sound, the lively commercial radio station, is typical commercial radio, news flashes, some very local items and long hours of whatever is in the top 40 records.

The Western Morning News is to the written word what the two television stations are to the visual presentation of information. It is not just the city's morning newspaper but also the region's, reaching as far as Penzance. Given its later deadlines it ought to be in a position to "beat the nationals on late stories but on the morning last month that the Government announced the privatisation of BP in a statement in the Commons just before 10 pm, the paper carried not a word about the story which later became a major story in the nationals.

Within Plymouth it faces some competition from the Plymouth Star, the give-away, and rather more from the evening Western Evening Herald, its sister paper in the Associated Newspapers group. The Herald is not one of the stronger regional evening papers but covers its area in a lively fashion and like the News has been a good training ground for Fleet Street.

That, too, is a boost Mr Reid likes to make for TV in Plymouth. "A number of people who have become network personalities, such as Sue Lawley, Jan Leeming, Hugh Scully and Kate Adie started here. Not bad for a regional station."



25 years of service to the South West

Business Mortgages Trust plc

40 year mortgage loans for Tourism, Commerce and Industry

Branches throughout the South of England, including Exeter, Ivybridge, Bridgwater and Bristol. Business Mortgages House, Lockyer Street, Plymouth. Telephone (0752) 268331

FT BRISTOL

Companies based in Wales and the South West can now contact Clive Radford in the FT's Bristol office for more information about forthcoming regional surveys, advertising rates and availability.

0 272 29256

and ask Clive Radford for details now, or write to him at:—

Financial Times
Merchants House, Wapping Road
Bristol BS1 4RW

FINANCIAL TIMES
Europe's Business Newspaper
London: Founder: New York

Personal Advice on your investments

Westlake & Co.

Westlake & Co. (Stockbrokers) Ltd. Corporate Member of the Stock Exchange. Established in Plymouth in 1862.

Westlake & Co. (Stockbrokers) Ltd. Corporate Member of the Stock Exchange. Established in Plymouth in 1862.

You have 4 hours to improve your business in Plymouth.

Between 11 am and 3 pm today, you have the chance to find out how to get your advertising really working. Brunnings West, your local national advertising agency, invite you to join us for an informal chat in the Buccard Centre at The Copthorne Hotel, Armada Centre. Come along and see how effectively we could work together.

Brunnings

Colston Centre, Colston Street, Bristol BS1 4LX
Telephone (0272) 273211

PLYMOUTH: A NATURAL HOME FOR THE MARINE SCIENCES

A centre of excellence for research and development in the marine sciences comprising three institutions.

For information apply to the Directors of:

The Institute for Marine Environmental Research: (0752-221377)
The Marine Biological Association: (0752-221761)
The Polytechnic Institute for Marine Studies (0752-221312)